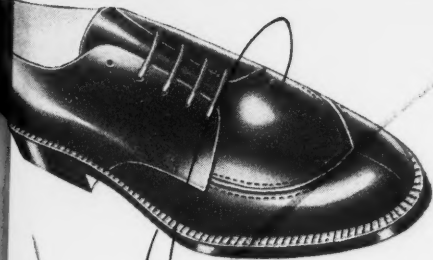


LEATHER *and* SHOES

The International Shoe and Leather Weekly

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Du Pont Dyestuffs



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Is it CONTROLLED PENETRATION that will give FULL, BLOOMY
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When you set out to win milady's heart — let chrome-tanned Milwaukee Calf be your match-maker. Offer its irresistible combination of ease and elegance.

Be sure to check the Gallun numbers in your orders to leading manufacturers, the first step in building a profitable volume of repeat business. . . . A. F. Gallun & Sons Corporation, Tanners, Milwaukee, Wisconsin

T-76

Milwaukee Calf

chrome-tanned

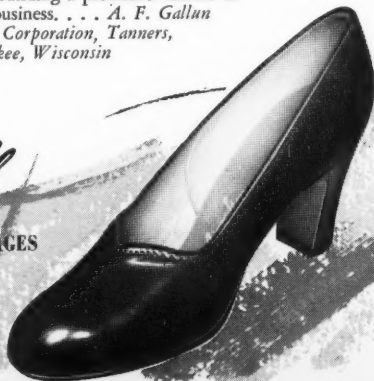
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smooth, but not glazed

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hand-boarded grain



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hand-boarded, glazed



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FEATHERY LIGHT**



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LETTERS TO

L&S

This column invites the opinions of all L&S readers.

Just In Time

Your August 26th editorial on Communist sabotage arrived in our country at a most opportune time, following as it did the announcement in the House of Commons that a Soviet-inspired conspiracy to undermine the whole of British industry had been unearthed by the Intelligence Service. . . . It is hoped that all will take your timely warning to heart and maintain a constant vigilance. . . .

Leonard E. Maylett

Director
J. B. Tratsart, Ltd.
London

Shod Vs. Shoeless

The article, "Shoeless Feet Are Healthiest," by Dr. S. B. Shulman, in your issue of Sept. 16, creates an erroneous impression. . . . Your report shows conclusively that in China and India people have fewer foot defects than they do in the U. S. . . .

Your report does not differentiate between the conditions or environment for feet in the U. S. as compared to feet in the Orient. It is precisely this difference which makes the report misleading. . . . In this country where people have to walk on hard pavement, boards, etc., walking barefoot is apt to break down the support of the arches and cause considerable difficulty to the feet.

A. C. WEICK

Assistant Manager
Industrial Fabrics Dept.
Pacific Mills
New York City

Wide Comment

Just a note to say how grateful we were for your editorial of Sept. 9 concerning the Joint Convention of the Canadian shoe and leather industry. It meant a great deal to us . . . It has received very wide comment and has been a decided help to us in our promotion of the Convention.

ELIZABETH HAMMOND

Director of Public Relations
Canadian Shoe Information Bureau



LEATHER and SHOES

ESTABLISHED 1890

Vol. 120

October 14, 1950

No. 16

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WATER SHORTAGE HITS BAY STATE TANNERS
AFL WINS WAGE BOOST AT INTERNATIONAL SHOE
7 FIRMS SHARE NAVY SHOE AWARDS

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IF THE SHOE PINCHES

The manufacturer's stake is as great as the retailer's

WHILE there is a good deal of careful and conscientious shoe fitting done in our shoe stores, there is a substantial amount that is neither careful nor conscientious. As a result, consumers complain about foot ills, discomfort, dissatisfaction with the appearance and wear of an improperly fitted shoe.

Now, what does the consumer do in such a case? She places the blame partly upon the store and the clerk, and partly upon the shoe, the manufacturer and the brand name. "I've tried a Jones' shoe but just can't wear them." That remark is as old as shoe business itself.

Thus, while a manufacturer proudly makes a fine shoe and spends a good deal of money promoting its features and brand name—all that pride, effort and money can be sorely injured by the incompetence or carelessness of a shoe clerk. The irony? That so many manufacturers will stand by and watch their constructive efforts sabotaged by carelessness or incompetence at the fitting stool where the shoe meets its supreme test.

Fitter to Blame?

The large majority of shoe manufacturers do believe that if the consumer complains about the shoe—its wear, appearance, fit, comfort, etc.—the fault stems not from the shoe but from the fitting, the shoe clerk. Some of this may be justified, and some of it an attempt toward self-justification.

But even where the fitter is actually at fault he often cannot be held wholly responsible. This may sound like a paradox, but let's see. There are some shoe fitters too old or unwilling to learn. They have grown either over-confident or a bit cynical. Then, very few shoe clerks can be considered over-paid. The profession, if such it can be called, nowadays does not attract young people on the basis of wages offered. As a result, shoe clerking does not draw the upper levels of talent and ability. Few young people yearn to make it a career.

L and S Editorial

Next, for a shoe clerk to net increased earnings he is often required to make sales above pre-established quotas. This is a vicious system in the long run, for it sacrifices the time and conscientiousness required for careful fitting. Impatient and rush fittings are commonplace in some stores—but simply an inevitable outgrowth of the "system."

Also, we are still suffering from the wartime hangover when the take-it-or-leave-it attitude was common to many types of retail business, including shoe business. Some clerks still haven't lost the attitude.

The consumer is also responsible for some of the blame. A good product in the hands of a competent fitter can still fail under the unreasonable demands of the consumer.

Too many styles and not enough sizes is another major cause of poor fittings. This leads to "approximate" fitting, which is usually faulty fitting. It also leads to bargain sales of broken size lots, where customers are lured by price often at the sacrifice of proper size or fit.

Then, there is another vital factor involved—the human element in fitting. Shoe fitting is more an art than a science; experience and judgment are more important than the size stick. The latter offers only a springboard, a starting point. From there on it's all personal judgment and experience.

But human judgment is flexible and fallible. We recall a "test case" where six experienced and highly competent shoe fitters were asked to take turns in fitting the foot of a model whose foot size was presumably 7B. When the test was completed it was found that no two of the fitters fitted the same size—even though all used the identical style and last of shoe for the test. Which shoe was fitted most correctly? These six fitters could and would debate that till doomsday. And who

could say which was right or wrong?

This obviously indicates a shortcoming in the technique of shoe fitting. So long as we have a lack of more scientific or tangible standards, the fallible factor of human judgment (always susceptible to innocent error) will act as a hazard. This poses a real challenge for the entire shoe industry. And a great responsibility as well. As long as there is error in fitting—with all the consequences that make consumers unhappy—the blame for the error will always fall upon the shoulders of the shoe industry. And this applies even where the consumer herself is primarily to blame.

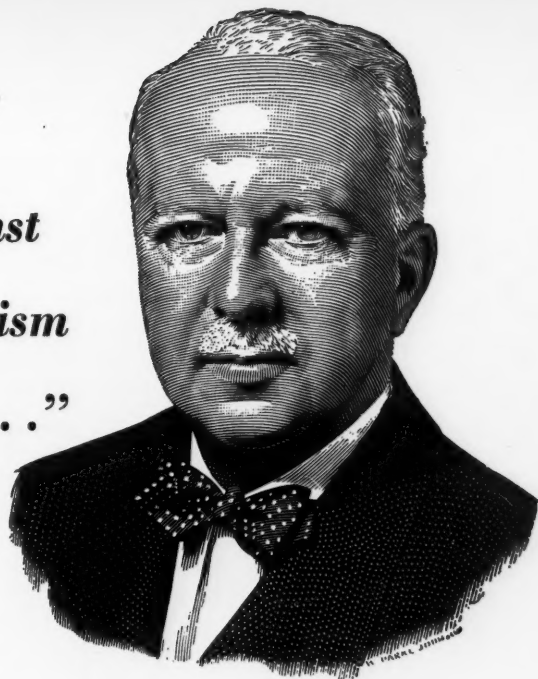
Other Steps

Other tangible steps should be taken. Improved financial incentives should be given shoe clerks to attract better talent. If shoe prices were increased a few cents a pair—as little as ten cents—that added income could be given to the clerk's wages. If this helps to provide better fitting by allowing the clerk more time and care, the consumer benefits. And to the consumer that's certainly worth a dime per pair.

The manufacturers, in cooperation with retailers, might set up a permanent educational program aimed at the shoe clerk as one group, the consumer as another. Intensive and consistent courses in shoe fitting—striking directly at the shoe clerk level—might be conducted with concrete beneficial results. This could be supplemented by literature sent to the homes of shoe clerks, where they have time and inclination to read it. Tie all this in with a program for more accurate or tangible fitting standards and we may see a major step forward.

The manufacturer's stake in better shoe fitting is as great as that of the retailer. Both stand to gain by increasing consumer satisfaction with the product and service.

*"The immunizer against
the disease of communism
is a certain feeling . . ."*



MR. WALTER S. GIFFORD

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The International Shoe and Leather Worker's



THE FACTS ON MILITARY FOOTWEAR

The most comprehensive report yet on military footwear

By Major Walter M. Trauger, QMC

QM Industrial Mobilization Planning Office, NYQMPA

WITHOUT a comfortable pair of shoes, no soldier can do his work efficiently. Consequently, a major supply task of the QM Corps is to provide footwear for the armed services which is suited to the individual needs of the soldier as well as to the varying conditions of usage and weather. Most United States troops throughout the world are stationed in the temperate zone, but the Army also has soldiers on duty in the Arctic and in the torrid zone. For those latter troops, it has been necessary to devise special shoes and boots. A considerable amount of research has been done by the shoe industry, together with the Research and Development Branch of the Office of the Quartermaster General, to meet specific footwear problems, and to develop the different types of footwear issued by the Army at the present time.

The mission of this Industrial Mobilization Planning Office is to develop plans for the production of designated items in sufficient quantities to meet the demands of the military in the event of an emergency.

A complete plan must be prepared for each individual designated item, which will assure adequate quantities of that item being delivered to QM Depots on M-Day, or as soon as possible after M-Day. One of the

most important groups of these designated items is Footwear.

From 1942 to the end of the war, inclusive, total military purchases of footwear were 173,125,000 pairs. The Army was the biggest buyer, purchasing two-thirds of the total or 119,000,000 pairs. (At this time all Air Force shoes were purchased by the Army.) The Navy next with 43,000,000 pairs and then the Marines with over 9 million pairs. However, if 1941 purchases were included, the figure would rise considerably, for in this year the Government purchased 15 million pairs of shoes, part of which were lend-lease. Shoe purchases did not stop on VE-Day. For the first seven and one-half months of 1945 about 85 percent of those for the entire year 1944 (largest year) were purchased. These purchase figures indicate vast production capacity of military footwear items; however, several problems and bottlenecks prevailed. These potential bottlenecks will be pointed out later.

Leather Short Last War

During World War II, the increased footwear demands of the armed services seriously reduced the amount of leather which was available for the production of civilian shoes. To prevent a recurrence of rationing and to insure an adequate supply of leather for all, in the event

of another such national emergency, it is essential that present requirements be considered from both the military and civilian viewpoint, and appropriate planning measures taken.

During time of peace, each soldier is authorized one pair of low-quarter shoes. For each million men in the Army this represents an initial investment of approximately \$4,000,000. Each soldier in peacetime or wartime conditions is also authorized two pairs of service shoes or combat boots depending on his type of duty or area of operation. The cost of these boots as determined by averaging several contract prices is approximately \$6.70 (that is, former price) per pair or \$13.40 per soldier. For each million men in the Army, issued combat boots, this means an outlay of over \$13,000,000. This is slightly less for service shoes.

During World War II, it was found that each combat soldier inducted into the Army required ten pairs (of combat boots or service shoes) in his first year of service. This figure included the footwear in the possession of the soldier, that on hand in posts, camps and stations, that ordered, and that in process of being ordered. On the basis of combat boots, for each million men in the Army the cost for the first year is $(1,000,000 \times \$6.70 \text{ per pair} \times 10 =)$ \$67,000,000 at the minimum. In

view of the fact that the American taxpayer pays for these shoes, and the fact that a soldier's shoes are as essential to him as his rifle, it is important that they be of high standard and uniform quality.

In any organization, it is essential that controls be established for the procurement of materials. In the ordinary business sense, it is possible to predict the needs of a business for a relatively long period of time. This permits industry to plan accurately and for a definite phase of operations. In the military, such a method is followed as far as possible. There are limitations placed on the procurement of footwear that are not found in the average commercial business, however, and some of them are worthy of note.

The requirements of the military are *flexible*, depending upon the number of men in service. A great increase in the number of men under arms immediately presents some serious problems to the shoe industry. These problems are concerned with the leather supply and shoe lasts; with the number of shoes produced per worker per year, and with the problem of supplying adequate personnel and production.

Sizes, Supply, Wear

The Army Tariff of Shoe Sizes is based on actual issue of 100,000 pairs of shoes. There are 90 different sizes stocked for issue by the Army. In addition, it is not uncommon for men to be fitted individually and to have special shoes manufactured for them, since their sizes are not included in tariffs. The tariff applies to low-quarter tan shoes, combat boots, service shoes and shoe-pacs.

The length of the supply lines around the world to various theaters requires many pairs of shoes and boots to be stocked in depots in the United States and in transit to foreign depots. Then they are broken down for distribution to small front-line supply points for issue to the individual soldier. This supply line necessitates large initial requirements for shoes and boots so as to fill the supply system and provide for emergency reserves in case of loss or destruction in the supply line system.

Size and weight of the individual, perspiration, care, and peculiarities of the walk, as well as the terrain over which the footwear is worn, greatly affect the life of the footwear.

During World War II, 26,000,000 pairs of footwear were issued annu-

MILITARY FOOTWEAR FACTS

1. During World War II (1942-45) the armed forces purchased 173,125,000 pairs of military shoes; of these, the Army took 119,000,000 pairs.

2. During World War II, each combat soldier required 10 pairs of shoes in his first year of military service.

3. For each 1,000,000 soldiers in World War II, the total footwear cost for the first year was about \$67,000,000—at an average cost of \$6.70 per pair.

4. The Army stocks 90 different sizes for regular issue. In addition, some men are specially fitted to "out sizes."

5. During World War II, 26,000,000 pairs of footwear were issued annually to an Army averaging 8,000,000 men. Average annual consumption of this footwear was $3\frac{1}{4}$ pairs. Each pair of shoes was resoled at least twice before being discarded.

6. In the European theatre, 315 out of every 1,000 men had to have their shoes replaced every 30 days. In the South Pacific theatre, 355 out of every 1,000 men had their shoes replaced every 30 days.

7. The present priority footwear item list consists of 15 types of military footwear—7 leather types, 6 rubber types, one combination leather-rubber type, and one safety shoe.

ally to an Army averaging 8,000,000 men. Hence, the average annual consumption of shoes and boots per individual was $3\frac{1}{4}$ pairs under wartime conditions. In general, each pair of shoes was resoled at least twice before being discarded.

In the European theater 315 men out of every 1,000 had to have their shoes replaced every thirty days. In the South Pacific, the replacement factors calculated on the basis of actual issue, indicate that a total of 355 men out of every 1,000 had to have replacements of their shoes every thirty days. The high temperature of the tropic in addition to humidity caused a definite loss of shoe leather to fungus and mildew. Also coral cuts caused very high shoe mortality.

Another condition curtailing shoe life was the non-availability of shoe repair facilities in remote areas. Also many shoes were lost due to dampness and mildew in the time required to transport shoes to repair facilities.

Military Requirements

Based on the control factors affecting military footwear requirements, of which I have just spoken, i.e., (1) flexibility of requirements, (2) tariff of shoe sizes, (3) supply line, (4) life of the footwear and (5) remote repair facilities—together with other factors considered by Washington, such as the number of men integrated into the Army, footwear requirements are determined.

Footwear requirements are forwarded to this Industrial Mobilization Planning Office by the Office of the Quartermaster General in the form of six phased requirements covering a two-year period. That is, the quantity of each item that will be required by the Army and Air Force (in the case of footwear) during the 1st, 2nd, 3rd, and 4th quarter of the 1st year after M-Day and the 1st half and 2nd half of the 2nd year after M-Day.

A recent change in policy has added another year to the two-year planning period, making planning for all items on a three-year basis. These requirements, as received from the Office of the Quartermaster General, are analyzed, broken down and issued in the form of objectives to the six district survey offices, over which this New York Planning Office has technical operations supervision.

The allotment of district objectives is based on the estimated production potential in each of the six geographical areas through the United States.

Production Schedules

Production potential of individual footwear facilities, together with the necessary information pertinent to this production, is determined by physical plant surveys performed by representatives of the district survey offices. Reports of these surveys are forwarded to this Planning Office, where the technical contents are reviewed, necessary information extracted for planning purposes, and the survey reports then forwarded to the Munitions Board.

The result of these plant surveys is the signing of a Tentative Schedule of Production for an item or items for the eight phased periods of the three-year planned production period.

Collating the information from plant surveys by this office together with a study and evaluation of other factors is the foundation upon which the footwear mobilization plans are developed.

Footwear items for which the Quartermaster Corps has assumed planning responsibility may be classified as (a) items with priority importance and (b) all other items—i.e., those of secondary importance at this time, from a planning standpoint.

The priority item list has, of course, fluctuated from time to time as a result of additions to and deletions from the list. At present, the list includes:

Seven Leather Footwear Items

Boots, Arctic Felt
Boots, Combat, Tropical
Boots, Mukluk
Boots, Service, Combat, Russet
Boots, Ski, Mountain, w/Rubber Cleated Soles
Shoes, Low Quarter
Shoes, Service, Composition Sole, Russet

Six Rubber Footwear Items

Boots, Knee Wader, M-1945
Boots, Rubber, Hip
Boots, Rubber, Short, Heavy
Overshoes, Arctic, M-1945
Overshoes, Boat, Safety Sole
Shoes, Boat, Rubber Sole

One Combination Rubber and Leather Footwear Item

Shoe-Pacs, 12", M-1944

In addition, the following item has had priority importance in planning, during the recent past: Shoes, Safety

Toe, Oil Resistant Sole. This makes a total of 15 items selected for primary consideration.

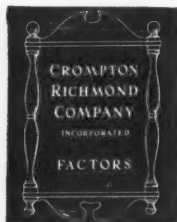
Survey activity of any kind for various Quartermaster items was first authorized in the first quarter of 1948. Shortly thereafter, the first contacting of management in the footwear industries was initiated by the various Quartermaster District Offices. Both large, multi-plant, and small, single-unit facilities were surveyed in the remainder of 1948 through 1950.

In order to indicate the progress made in this surveying activity, a detailed analysis was made of all plants in the Men's Goodyear Welt Industry of the U. S. The actual number of facilities totaled 108, representing a theoretical production potential of about 115,000,000 pairs of footwear annually.

It has been found that the Navy and Marine Corps have been assigned Mobilization Procurement responsibility for a total of 27 of these facilities, representing about 19 percent of the production potential. This leaves 81 facilities available for survey by Quartermaster Corps (when

(Continued on Page 37)

GIVING QUICK ASSETS A LIFT



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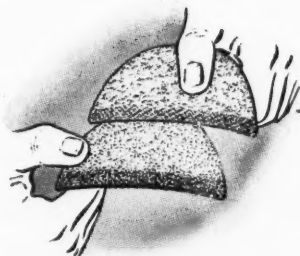
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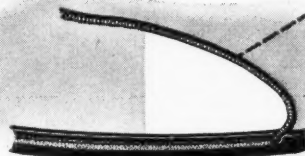
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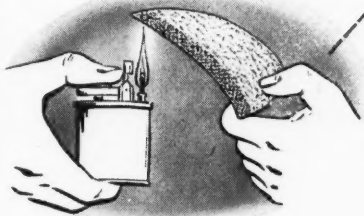
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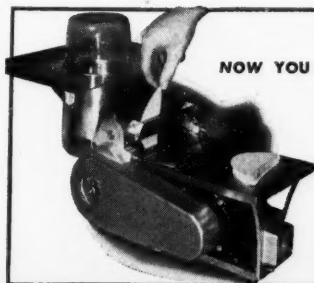
LIGHT AND STRONG: Armstrong's new Box Toe material gives you strength and stiffness with about half the usual box toe thickness. This makes for better last conformity and thin, smart toes.



BONDS TIGHT TO UPPER: Armstrong's Box Toes form an unusually tight bond to the upper. They can be used in the finest shoes because the conditioning solution won't affect delicate leathers.



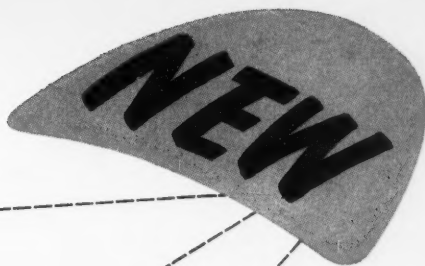
WON'T BURN: Both Armstrong's Box Toe and its conditioning solution are completely non-inflammable. They can be used anywhere without special precautions to meet fire or insurance codes.



NOW YOU CAN BUY OR RENT

this low-cost conditioning machine after a **FREE 60-DAY TRIAL.**

Easy to operate. Standard parts. You can repair it yourself. Solution is inexpensive, non-inflammable... non-toxic. Conditions 400-600 pairs of toes per filling.



A solution-type box toe

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Gauge for gauge, Armstrong's New Solution-Type Box Toe is nearly twice as strong as conventional materials. For example, tests made in thousands of pairs of shoes show that where a .075" gauge material is normally required, you can use a .045" gauge material in Armstrong's Solution-Type Box Toe.

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ARMSTRONG'S SOLUTION-TYPE

BOX TOE

another fine Armstrong shoe product

IRON-TANNED SOLE LEATHER

Test show these soles have certain important advantages

By
Valentin Schmitt

THE following contribution is based on experiences, which were obtained since 1945 during the continued technical manufacture of larger quantities of iron-tanned sole leather. The process used fundamentally consists of a pretannage carried out according to the general practice of mineral tanning, with the iron tannins Ferrigan P respectively and following with a complete tannage with strong syntan liquors. The finishing is done in the usual manner for the production of sole leather. The complete manufacturing time takes about one to two months.

Use of Syntans

The iron tannins, Ferrigan P and Ferrigan PN when used alone, produce a sole leather quite usable in many respects. A big improvement is obtained by combining the iron pre-tannage with an after-tannage by synthetic tannins (syntans). The finished leather obtained in this way does not suffer in any way by comparison with a straight vegetable tanned sole leather. The wear of such soles proved itself, at least as good during wearing tests as those of straight vegetable tanned soles, frequently even better. Fringing, spreading, fuzzy edges, slipperiness when wet, excessively strong absorption of moisture, or falling out of iron nails has never been observed with properly tanned leather.

Dr. Valentin Schmitt was active in leather research at the Kaiser-Wilhelm Institute at Dresden and at the Chemical Laboratory of the Bavarian Academy of the Sciences, Munich. Since 1935 he has been active in the German leather industry.

The following observations show, that during the syntan after-tannage in connection with a Ferrigan pre-tannage other conditions exist than in the case of a straight syntan tannage or a tannage with syntans in mixture with vegetable tannins.

1. The syntans, just like the natural vegetable tannins, represent mixtures of tanning compounds of varying tanning capacities. Along with compounds of high tanning capacity we can find such with medium and less tanning capacity down to the non-tannins. While with the vegetable tannins a relatively sharp division exists between the tanning part and the non-tannins, with the syntans a gradual transition is found between both classes of substance. The conception "tanning capacity" is used here in place of "affinity to the hide fiber," because in practical tanning the latter is not definitely by itself, a deciding role also being played by the diffusion capacity of the tannin into the hide fiber. A. Küntzel and R. Bosse were able to offer new experimental data on this on the basis of analytical results. While with the customary use of syntans these facts are not clearly evident during the syntan retannage in connection with a Ferrigan pre-tannage, we can observe a selection tannin absorption in a defined measure. With repeated use and bettering of the retan liquors, they will become enriched with tannins of low tanning capacity. During the analytical examination of such liquors we observe at normal analytical concentration, a steady increase

of material precipitated by gelatin in the filtrate from the filter bell. Such retan liquors produce a flat, slightly tinny leather, although correspondingly strong dilutions of the analysis solution, relatively high tannin concentrations can still be analytically shown in these retan liquors.

2. We can already recognize the mixture character of certain syntans by the external color of the finished leather. With such syntans the color of the leather changes, for example, from light yellow green during the first use of the tan liquor via lemon yellow to brown with repeated usage.

3. Syntan brands, which result in a firm leather through self-tannage or in the mixture with vegetable tannins do not always produce such leather when used for the tanning of Ferrigan leather, on the contrary with some we obtain a rather soft leather.

4. A displacement of the iron from the hide substance by means of the syntans takes place only to a small degree with most of the syntans. The retan liquors show only a relatively small Fe content after repeated usage. With a few syntan brands, however, a strong displacement of the iron could be observed. As the illustration shows, the Fe_2O_3 content of croupions, tanned with Ferrigan 13.0 g Fe_2O_3 /100 hide substance) after hanging for seven days each in a Tanigan extra A liquor of 6° Be and subsequently in a Gerbstoff QE liquor of 12° Be. In contrast

(Continued on Page 39)

MUTUAL

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Sodium Bichromate



Potassium Bichromate



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NEW DEVELOPMENTS

What industrial science is doing to improve the job

LAST THAT SHORTENS

A new last has been introduced, called by the maker "the greatest last development in years." Known as Slide-O-Matic, the last actually shortens inside a tightly lasted upper; it will not distort the shape of the shoe when pulled.

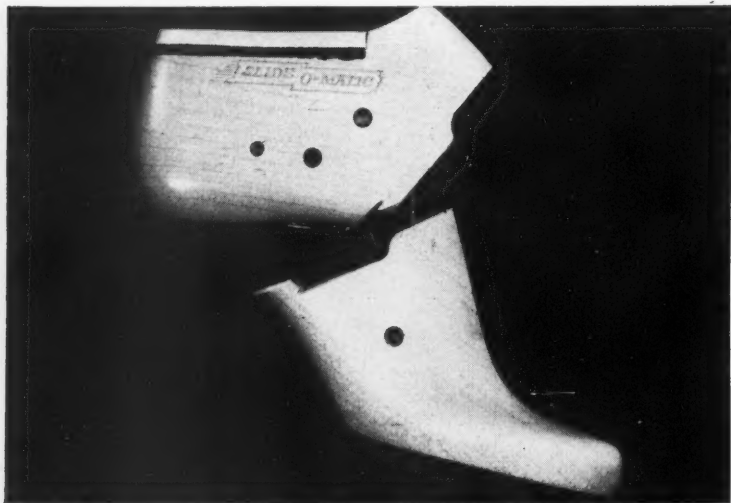
Other features: makes last removal quicker and easier; eliminates strained or broken back seams, bindings, upper materials due to last removal; makes last insertion in pre-fitted uppers rapidly and effortlessly; speeds up and simplifies relasting. According to the manufacturer, the saving on damage to shoes will pay for the lasts.

The last is adaptable to all types of shoe construction. Regarding pre-fitted uppers that are side-lasted, when the last is shortened it slips easily into a prefitted or previously lasted

upper. When the last is closed after insertion, the driving power of the strong hinge stretches the upper the full length from heel to toe. The result is a tight top line and a snug fit in the heel and toe portions. Easier re-lasting helps preserve lasted lines in the manufacture of McKays and Littleways.

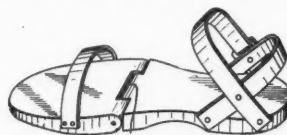
The last shortens $\frac{1}{2}$ to $\frac{7}{8}$ inches, and this action is said to appreciably reduce the number of cripples. The cone has no conventional notches, and no opening in the bottom. The last is so designed to provide uniform settling of the upper and bottom material to the wood, for better sole-leveling and sole-attaching operations. The shortening of the last is done with a simple, quick-action spring, sharply reducing last-removal time.

Source: United Last Co., 140 Federal St., Boston.



HINGED-SOLE SANDAL

Coinciding with the normal angle of the human foot as it articulates in a forward step, the sole of a recently designed wooden sandal carries a hinge whose angle is approximately 81 degrees in respect to the sandal's center line.



This sandal is so constructed that its hinge overcomes the usual "wood-to wood" contact of the average footwear of this type. Provided with a toe strap intended to keep parallel relation to the angle of the hinge, and heel and ankle straps, the sandal is comparatively simple in structural details. The hinge pin, pivotally mounted, is disposed at the 81 degree angle, approximate to that of the hinge joint of the foot in walking.

Source: Pat. No. 2,517,472; R. W. Fathauer, Cleveland, Ohio.

ULTRAVIOLET TANNING AID

A new portable black-light instrument, the Fluoretor, provides ultraviolet radiation for leather section study; observation of changes during liming, bating and soaking; distinguishing between natural and artificial tanning agent; study of tanning extracts; investigation of dye- and finishing-agent-penetration; as well as other related applications.

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(Concluded on Page 42)

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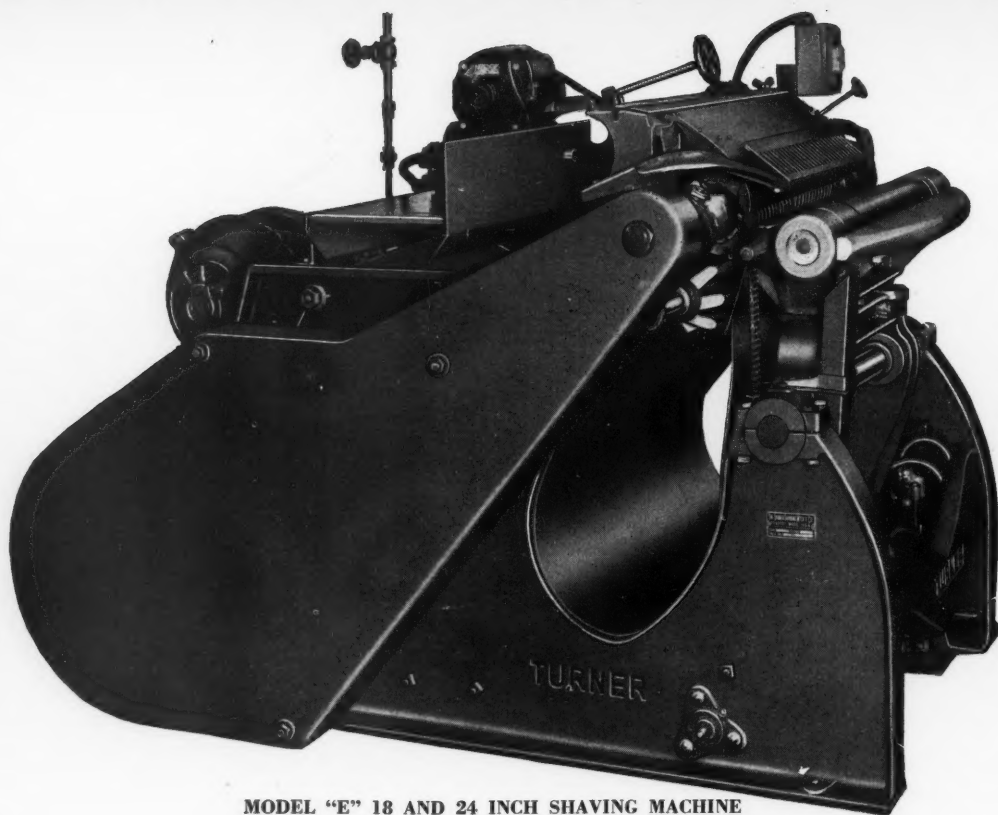
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A SCHOOL FOR TANNERY MANAGEMENT

Needed: specific training of young executive personnel

By Charles M. Proctor

RECENTLY it was suggested that the Tanners' Council start a school for the development of management and production skills for tannery managerial and supervising employees. This would cover:

- (1) Plant layout work and economics.
- (2) Methods improvement.
- (3) Buying and selling practices.
- (4) Federal and State regulations covering employment and union contracts.
- (5) Personal and medical services.
- (6) Human relationship.
- (7) Accident preventatives.
- (8) Methods for making written and verbal reports.
- (9) Distinction between essentials and non-essentials.
- (10) Banking knowledge.

In addition to these major items, there also are several smaller but important ones that could be taught, thereby increasing the efficiency of the tanning companies that employ them. It was further suggested that the courses in this school should be conducted for several weeks each year at some centrally located point and that a reasonable tuition be charged to each attendant, paid for by their sponsoring company.

such a school been available, some of these failures could have been averted and the tanneries would still be in business. Such a school would not conflict in any way or duplicate what is being accomplished at the Pratt Institute and the University of Cincinnati, as instructors and lecturers for this new school would be chosen from among successful tannery owners and managers, many of whom would no doubt be glad to contribute their services.

This school would necessarily need someone to manage its affairs and the curriculum, preferably one who has practical and successful knowledge and experience covering tanning management and production skills. When the school is not in session, it would be beneficial for this manager to act as a roving consultant for the Tanners' Council, visiting as many tanneries as possible, particularly those that are located outside the tanning centers. These tanneries, as a rule, would greatly profit by new ideas and methods. The reaction has been extremely favorable to those whom this new school conception has been mentioned and their hope is that the Tanners' Council will do something about it.

One of the most prominent and successful tannery executives in the country summed it up as follows:

L and S

Charles M. Proctor has been associated with the tanning industry for the past half century in various executive capacities. He has appraised and liquidated more tanneries (118) than perhaps any other man in the U. S. The proposal he suggests here has, according to him, been "breeding in my brain for years—and now it's ready to be hatched."

L and S

In many check-ups and appraisals made by the writer conditions in some of the tanneries were deplorable. The ones responsible for the conduct of these plants could have greatly profited if there had been such a school in existence for the development of managerial and supervising employees. The writer has liquidated many tanneries and made analyses and check-ups covering the cause of each failure. Had

"Your thoughts on management and production are excellent. Just to walk through some tanneries today proves what you are saying. The tanning industry is at least fifty years behind the times in machinery, know-how, plant layout, good house-keeping, proper buying and selling practices, etc. I agree with you that there should be some institution where tanning management can be broadened and brought up to date."

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Bank Loans to Shoe Manufacturers

By E. Morton Jennings

Leather, shoe men, students, and bankers engaged in loaning money to shoe manufacturers, should have this book. It contains a vast amount of sound financial information on markets, futures, contracts, labor, shoe machinery and distribution.

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Tanning Processes By August C. Orthmann

This book belongs in every leather man's library. It contains usable, essential, every-day leather making procedures written by a nationally recognized authority on the chemistry and process of tanning.

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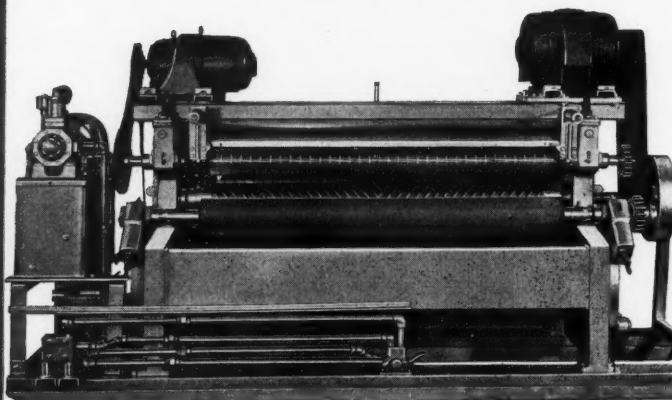
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Nation's shoe manufacturers facing real dilemma in pricing Spring lines in time for coming shoe shows. Many intangibles to figure in addition to cost of leather and shoe supplies. Foremost among these is labor.

Wage trend throughout industry is strongly on upgrade. Unions are practically falling over each other in rush to jump on higher pay bandwagon. Many shoe manufacturers do not fully realize snowballing proportions of this movement, will be sorely hit if they do not figure it into their costs. Spring prices set now without full allowance for higher labor costs will mean next to nothing.

Shoe unions, as all big industry unions, committed to big wage drives this Fall and Winter. Union policy is to get as much as possible before Nov. elections, then more before big wage freeze expected in 1951. Even if Truman finds way to circumvent new law requiring wage ceiling with each price control, unions see some wage controls for next year.

United Shoe Workers convention called for raise in minimum shoe wage to \$1 per hour. This is in addition to shorter work-week and other wage increases to compensate for living costs. Many large shoe manufacturers anticipated these demands, have already granted voluntary or negotiated increases. Others are feeling pressure, must soon follow suit. Neither AFL nor CIO unions will wait for present contracts to expire before demanding higher wages.

Those new "DO" defense order ratings which the National Production Authority has delegated to Defense Department and Atomic Energy Commission show no signs of directly affecting leather and leather products manufacturing industries. In fact, use of "DO" ratings is expressly prohibited in relation to commercial-type luggage and similar items. In cases of emergency, NPA states purchases may be made directly from retail establishments "for small amounts to prevent imminent stoppage" of procurement or construction programs on national defense levels.

Inner circle struggle now going on at White House. One group of Truman advisers says wait until after elections before imposing wide controls. Other argues controls should be effected at once on selected list of raw materials and consumer items. Theory behind this is that voters think most highly of Truman when he acts boldly.

Hides among initial commodities urged for price controls. Plan of second group is to have Truman cite hide and other industries for raising prices "too fast," impose price ceilings as penalty for "profiteering." This would probably not include wage controls in the industry since Government lawyers have found loopholes in new law tying up price and wage freezes. This would apply to raw material, manufacturing and wholesaling levels of all industries.

Senate Finance Committee studying plan for "national retail sales tax" aimed at bringing Government another seven to eight billions in annual revenue. Tax tentatively set at 10%. Shoes, luggage, leather jackets, as well as leather goods, etc., would be included under new tax. Only food and few other "essentials" would be excluded. This is all in talking stage right now.

Another scheme under consideration by Senate Committee is "transaction tax" or fee imposed upon any exchange made for goods or services. Enforcement of this would pose almost insurmountable problem since about one billion transactions take place daily throughout U. S. Although transaction tax undoubtedly has little chance of passage, it shows trend of Congressional thinking today. Danger is that harebrained proposals could be used to stir up fiery controversy, ease path to compromises on milder-appearing taxes such as national sales tax.

Work shoe market due to open wide under impetus of defense preparations. Near capacity employment will not only bring up sales on men's work shoes but women's are due for stimulus. Consider this: nearly 900,000 women, mostly over 45 years of age, were added to civilian labor force in fiscal year ending June 1950—just before Korean War. As factories step up war production, this will be doubled, even tripled in next 15 months. All of which means that 1½-2 million women will be in market for work shoes before end of 1951.

August hiring and quitting rates indicate rising worker migratory trend away from non-defense to defense industries. Leather, shoe and leather products manufacturing industry rate jumped from 47 per 1000 workers in July to 52 per 1000 in August. However, quitting rate soared from 19 per 1000 in July to 31 per 1000 workers in August. So leather and shoe plants may feel worker pinch soon.

SHOE MEN FACE PRICE DILEMMA

INTERNATIONAL SHOE UPS TWO PRICE LINES

Women's Lines Due for 2nd Increase Soon

Second-round shoe price increases received added momentum this week with the announcement by International Shoe Co., St. Louis, that it was raising prices on its specialty Queen Quality and Vitality women's lines from \$1-\$2 at retail.

Of more significance were reports that the world's largest shoe manufacturer would shortly raise prices on its general women's lines for a second time since the outbreak of the Korean War. The increases will probably be imposed before the National Shoe Fair.

The Vitality and Queen Quality lines were increased from a \$10.95-\$13.95 retail range to \$11.95-\$14.95. Wholesale increases were from 50 cents to \$1. Shoes which formerly retailed at \$11.95 now sell for \$14.95 while the \$10.95 lines are now \$12.95 and \$12.95 lines are up to \$13.95.

The increase on International's specialty lines was also the second in the past two months.

Brown Shoe Co. recently increased its men's, women's and children's lines for the second time since the war. In the men's field, both French, Shriner & Urner Mfg. Co., Boston, and Florsheim Shoe Co., Chicago, have announced second-round increases. Florsheim raised prices 35 cents per pair at wholesale on its entire line while French, Shriner & Urner's two increases have brought wholesale prices up from 60 cents to \$1.

Crosby Square, Milwaukee men's shoe manufacturer, has also increased its lines for the second time as has Stetson Shoe Co., high grade men's shoe manufacturer in South Weymouth, Mass. In St. Louis, Samuels Shoe Co. recently boosted prices on its high grade women's shoes for a second time. The latest increases were reported from 25-50 cents per pair at wholesale, with retail boosts ranging from 50 cents to \$2.

Increases to Come

Practically all shoe manufacturers have already raised their prices since late June. Second-round increases are a certainty with only the time and amount of increase remaining uncertain.

Most manufacturers are faced with figuring additional labor costs as well as uncertain leather and shoe supplies costs before setting prices on Spring lines. With three important shoe shows in the immediate offing—the Advance Spring Shoe Showing in Boston Oct. 15-19, the National Shoe Fair in Chicago Oct. 29-Nov. 2, and the Popular Price Shoe Show of America, in New York Nov. 26-30—manufacturers were in a quandary whether to set their new price policies now or try to hold off, hoping for conditions to clarify.

Some shoe executives said they would wait until just before Show time—in some cases, the night before. Others were ready to book orders with prices as of delivery time. None was willing to say that once prices were set, they would remain so. The situation was too full of intangibles.

One thing was certain. Leather and supplies costs were higher, might still climb. Labor costs? Well, both United Shoe Workers of America, CIO, and Boot and Shoe Workers Union, AFL, as well as the smaller independents were committed to all-out wage drives. The only question was: where and when did all this stop? Price and wage controls appeared the only obvious answer. As yet, the Government offered no clue as to when the boom would be lowered.

WELL-KNOWN LEATHER EXECUTIVE EX-GOVERNOR FRANK G. ALLEN DIES

Former Gov. of Massachusetts, Frank G. Allen, noted administrator and a well-known leather executive, died Oct. 9 at his home in Boston. He was 76 years old.

Allen, who began his leather career with Black & Jewhall in Lynn at a weekly salary of \$2, was Gov. of Massachusetts in 1929-30. At the time of his death, he was also chairman of the board of Winslow Brothers & Smith Co., Norwood, Mass., sheepskin tanner. He first became associated with the latter in 1893, working his way through various executive positions to the presidency.

He began his political career by assisting in the campaigns of his father, Frank M. Allen, a Lynn City Councilman for 10 years. His first

WATER SHORTAGE HITS BAY STATE TANNERS

Peabody-Salem Plants May Face Emergency

North Shore tanners located in the Peabody-Salem-Danvers area of Massachusetts may find their water supply rationed shortly if the drought continues. The Salem-Beverly Water Supply Board served notice of the emergency last week when it asked both manufacturers and home owners in the district to cut down their water consumption.

Officials said the drought had reduced the elevation of Wenham Lake, chief source of supply in the area, to 19', lowest ever measured at this time of year. A normal amount of rainfall this Fall would restore the supply, they said. In Peabody, Suntaug Lake reached an all-time low mark at 107.70', slightly more than a foot above the intake pipes.

The Board voted to grant 400,000 gallons of water per day to the United Shoe Machinery Corp. plant in Beverly. USMC's pond is far below normal and the plant is on stepped-up war production schedule.

The Board has also voted to provide 150,000 gallons per day to the drought-stricken Danvers area. North Shore city officials now say the only answer to the area's chronic water shortages is the construction of new water storage facilities.

political post was as Norwood Town Assessor. Later, he moved up to the State Legislature. In 1924, he was elected to his first term as lieutenant governor and was elected governor in 1929 on the Republican ticket.

He was also a director of the Brandt Leather Co., John Hancock Life Insurance Co., the Atlantic Mutual Insurance Co. of New York, and many others; a trustee of Boston University, Wellesley College and Norwood Hospital; and a member of the Algonquin Club, of Boston, the Masons, and many other clubs.

He leaves his wife, Mrs. Eleanor Allen; a daughter, Mrs. Francis V. Crane by his first wife, Clara H. Winslow; two children by his second wife, Frank G., Jr., and Marjorie; and a brother, Henry F. Allen.

BROCKTON SHOE WORKERS END STRIKE

6500 Return To Work While Union Negotiates

An unauthorized three-day work stoppage in 17 Brockton shoe plants affiliated with the Associated Shoe Industries of Southeastern Massachusetts ended abruptly this week when some 5000 shoe workers voted to return to work pending new contract negotiations.

Workers employed in the 17 ASI plants plus an additional 1500 from five non-ASI plants had earlier voted to stop work until an agreement was reached in a wage dispute. President Earle F. Snow of the Brotherhood of Shoe and Allied Craftsmen, worker bargaining agent, said the walkout was unauthorized by the union.

At the time negotiations broke down, the union was demanding a 10 percent wage increase and 90 cents hourly minimum. Management countered with an offer of five percent now, and an additional two percent in Jan. or earlier if a wage freeze were imposed. In addition, workers were offered a 75 cent minimum now and three monthly increases until the minimum reached 84 cents.

Workers voted not to report to work on Monday, Oct. 9 although contracts in effect did not expire until Jan. 2, 1951. On Tuesday, 1500 employed in the five non-ASI were granted a 10 percent wage increase and returned to work. At a mass meeting on Wednesday, union members voted to halt the walkout after union officials assured them that the ASI was willing to resume negotiations immediately.

At week's end, an early settlement appeared imminent. Management had resigned itself to meeting the greater part of the union's demands.

Launch New Nuclear Sole Program

The Rubber Heel and Sole Institute, New York City, has announced a new Nuclear sole program designed to help develop the market for the best shoe soles available.

Purposes of the new program are: (1) to provide a distinctive generic term for these new type soles, (2) to assure high quality by establishing minimum quality specifications, (3) to provide the public with a symbol by which it can recognize the new type sole. A Nuclear

sole label has been developed and copyrighted.

The Nuclear sole label is owned by the Rubber Heel and Sole Institute and can be used only with its permission. The Institute will license any manufacturer who can meet minimum quality specifications.

The Institute reports that the following manufacturers have been licensed: Bearfoot Sole Co., Inc., Wadsworth, O.; Essex Rubber Co., Trenton, N. J.; Gro-Cord Rubber Co., Lima, O.; Hagerstown Rubber Co., Hagerstown, Md.; Monarch Rubber Co., Baltimore, Md.; and Panther-Panco Rubber Co., Inc., Chelsea, Mass.

BRAZIL MAY BAN LEATHER EXPORTS

The Government of Brazil may shortly withdraw finished leathers from the list of commodities which may be exported by way of compensation, according to industry sources located at Sao Paulo.

The Government recently withdrew hides and skins from the export list. Although a considerable number of valid export batar licenses on leathers are now being issued by the Government, it is expected that export prices will rise shortly.

ARGENTINE EXPORTS TO U. S. SHOW CONTINUED GAIN

Exports of hides and skins and quebracho extracts to the U. S. this year continue to show substantial gains over 1949.

Latest figures compiled by the Tanners' Council show the U. S. has imported 1,090,000 hides from Argentina for the first eight months of 1950 as compared with zero for the corresponding period a year ago.

Quebracho extract imports from Argentina for the first seven months of the year totaled 95,400 tons as

7 FIRMS SHARE NAVY SHOE AWARDS

Low Bidders Win Contracts On 460,480 Pairs

Seven shoe manufacturers were awarded contracts by the Navy this week for a total of 400,468 pairs of leather oxfords and 60,012 pairs of general purpose shoes.

Awards on Navy Invitation 7182 were given to the following: Doyle Shoe Co., Brockton, Mass., 47,000 pairs at \$6.1925 per pair; J. F. McElwain Co., Nashua, N. H., 100,000 pairs at \$6.15 and 100,000 pairs at \$6.25; Hubbard Shoe Co., Inc., Rochester, N. H., 36,000 pairs at \$6.36; International Shoe Co., St. Louis, 100,000 pairs at \$6.505; John Foote Shoe Co., Brockton, Mass., 17,568 pairs at \$6.49.

Under Invitation No. 7183, the Navy awarded contracts to The Sportswelt Shoe Co., N. Easton, Mass., for 34,122 pairs of general purpose shoes at \$5.585 and Endicott-Johnson Corp., Endicott, N. Y., for 25,890 pairs at \$5.805 per pair.

compared to 80,000 tons in the same period last year.

During Aug., Argentina exported 891,000 hides of which 252,000 went to the U. S. For the first eight months of 1950, Argentina exported a total of 7,040,000 hides or 20 percent more than the 5,866,000 it exported in the comparable 1949 period.

Comparative Argentine export figures on quebracho and miscellaneous hides and skins are indicated on table below:

ARGENTINE EXPORTS: JULY 1949, 1950

	July 1950	June 1950	July 1949	7 Months' Totals 1950	1949
Quebracho (1,000 tons)	17.0	11.4	12.3	95.4	80.0
To U. S.	8.8	6.2	3.7	44.2	32.7
Goatskins (bales)	36	45	210	2,375	1,362
To U. S.	24	44	201	1,887	849
Kidskins (bales)	13	62	57	370	381
To U. S.	—	1	—	1	1
Sheepskins, Pickled (1,000 kilos)	95.4	38.6	89.7	1,770.8	745.2
To U. S.	76.0	—	75.0	1,505.7	651.4
Other Sheepskins (1,000 bales)	2.6	5.0	1.7	28.5	15.7
To U. S.	0.3	0.3	0.6	4.8	2.4
Horsehides (1,000)	45.7	53.2	12.1	251.4	180.7
To U. S.	19.7	29.9	1.5	98.3	1.5

FLORSHEIM'S GALLOPING GHOST



Harold Florsheim (left), president of Florsheim Shoe Co., Chicago, relaxes after signing Harold "Red" Grange (right), famed football star of bygone days, to a contract for a new Florsheim television show. Gordan Best (center), president of Gordan Best Advertising Agency, looks on. Grange, the vaunted "Galloping Ghost" of the gridiron during his days at the University of Illinois, will be featured in a 15-minute football forecast titled "Red Grange Predicts." The program may be seen every Thursday over the ABC-TV network.

SPRING SHOE SHOW TO OPEN IN BOSTON

Boston's largest volume shoe show, the first of its kind to be held in New England since 1948, was ready to launch its four-day stay at the Statler and Touraine Hotels with a showing of more than 300 Spring and Summer lines of footwear.

The event, sponsored by the New England Shoe and Leather Association, is expected to draw a large gathering of shoe buyers to Boston from Oct. 15-18. No group meetings or entertainments were scheduled for the showing—it was to be purely and simply a display of volume Spring

shoe lines by close to 200 makers of men's, women's and children's shoes.

A feature of the showing was the fact that many shoe wholesalers from over the country were expected to attend. Buying emphasis at the show would come from them, it was apparent.

As showtime approached, many manufacturers were still undecided on their price policies. Some claimed they would work on a firm order basis, others said they would sell only on an open basis, with prices as of delivery. Few were willing to say that once set, their prices for Spring would remain as announced. The cost picture for coming months was too uncertain.

H. Rand, Kevil Promoted At International Shoe

Appointment of Norfleet H. Rand as manager of upper leather procurement and supply and Gerard Kevil as manager of tanneries was announced this week by Edgar E. Rand, president of International Shoe Co., St. Louis.

The appointments were part of a change in the company's procurement and subsidiary manufacturing organization. The reorganization, occasioned by the retirement of D. S. Stauffer and C. H. Fielder earlier this year, began in Sept.

Norfleet Rand, who will report to L. C. McKinley, general manager of upper stock and miscellaneous procurement, first joined International in Sept., 1935. He was active in the upper leather purchasing department.

Kevil joined the upper leather purchasing department in 1924. In 1925, he went to International's Mullanphy Tannery. More recently he has been assistant to R. H. Richards, general manager of the subsidiary plants, to whom he reports in his new job.

Army Seeks Rubber Heels, Orthopedic Shoes

The New York Quartermaster Procurement Agency issued invitations to bid this week on 10,714 pairs of rubber heels and 1,118 orthopedic shoes.

QM-30-280-51-520 calls for bids on 10,714 pairs of rubber heels of various types and sizes. Bids will be opened at 2:00 p.m., Oct. 19 in New York with delivery scheduled for Oct.-Dec. 30, 1950. Procurement is for the Army.

QM-30-280-51-521 calls for bids on 1,118 each convalescent orthopedic shoes of various sizes, left and right. Bids will be opened Oct. 19 at 2:30 p.m., in New York with delivery from Oct. 30-Dec. 30, 1950. Procurement is for the Army.

Shoe and Slipper Production By Types: June, 1950

(Thousands of pairs)

Kind of Footwear	Total	All-leather uppers				Part-leather uppers				Total	Non-leather uppers		
		Total	Leather soles	Rubber or composition soles	Other soles	Total	Leather soles	Rubber or composition soles	Other soles		Total	Leather soles	Rubber or composition soles
Shoes, Sandals, and Playshoes, Except Athletic, Total	34,319	31,192	16,777	13,863	552	898	212	686	.....	2,229	306	1,530	393
Men's, total	8,529	8,504	4,684	3,796	24	16	12	4	.....	9	.....	3	6
Youths' and boys', total	1,408	1,408	64	1,335	9	.....	.....	.....	.....	.....	.....	.....	.....
Women's, total	16,910	14,081	8,025	5,619	437	771	191	580	.....	2,058	306	1,481	271
Misses', total	2,456	2,368	622	1,713	33	45	2	43	.....	43	.....	42	1
Children's, total	2,172	2,109	881	1,195	33	54	.....	54	.....	9	.....	2	7
Infants'	1,762	1,747	1,545	196	6	12	7	5	.....	3	.....	1	2
Babies'	1,082	975	956	9	10	.....	.....	.....	.....	107	.....	1	106
Athletic Shoes, total	309	309	262	47	.....	.....	.....	.....	.....	.....	.....	.....	.....
Slippers for Housewear, total	4,234	1,342	1,096	159	87	258	142	82	34	2,634	980	570	1,084
All Other Footwear	266	215	126	89	.....	.....	.....	.....	.....	51	11	13	27

CIO SHOE UNION TO SET WAGE POLICY

Will Ask Other Unions to Discuss Merger

One of the more significant decisions reached by delegates to the United Shoe Workers of America, CIO, convention held last week in Cleveland was the scheduling of a "wage policy" strategy meeting by all five districts. One union official told Leather and Shoes' representative this week that the meeting time is still undetermined but will probably come before the big wage talks really start in Massachusetts.

Close to a dozen union top level officials will meet at that time to try to reach a concerted agreement on what USWA will seek in future contract negotiations. This will include wages, pensions, insurance and other benefits.

Idea behind the meeting is for all union locals to reach a united front in time to gain a share of national wage boosts and other benefits to come before any possible wage freeze.

Another important resolution, passed unanimously, specified that the Boot and Shoe Workers Union, AFL, and other independent shoe unions be invited to meet with USWA officials and talk over the idea of a merger. This is the idea being pushed by responsible leaders in both the CIO and AFL.

A unanimous vote was also accorded a strong resolution backing President Truman's stand on the Korean situation and condemning Communism. The delegates also adopted an amendment, aimed at Leftist locals, providing that no local union, district council or joint council may take part in demonstrations or parades without specifically identifying itself.

The convention adopted a resolution criticising the Wage and Hour Division of the Labor Dept. for its issuance of temporary shoe learner certificates in factories where the union believed no such certificates should have been granted. The resolution made no attack upon Labor Secretary Tobin, merely confined itself to the specific learner situation.

Goodyear Sewing Machine Co., McKay Shoe Machinery Co., and Consolidated and McKay Lasting Machine Co., the three principal companies in the shoe machinery field in 1899 combined to form the United Shoe Machinery Corporation.

TANNERS' COUNCIL ANNUAL MEETING

October 25-27, 1950

Edgewater Beach Hotel, Chicago

Wednesday, Oct. 25

- 12:00 Noon — Finance Committee Luncheon Meeting
- 2:00 p.m.—Hide Committee Meeting
- 3:00 p.m.—Nominating Committee Meeting
- 4:00 p.m.—Board of Directors Meeting
- 6:30 p.m.—Board of Directors Dinner

Thursday, Oct. 26

- 10:30 a.m.—General Session
Report to Membership—Clayton E. Van Pelt, president "The Retailers' Viewpoint"—Albert Wachenheim, Jr., president, National Shoe Retailers' Association
- "Leather in the United Kingdom"—Dr. H. Bradley, director, The British Boot, Shoe and Allied Trades Research Association
- "The National Production Authority"—W. Howard Chase, Assistant Administrator, NPA
- "Procurement Problems"—Gen. Howard L. Peckham, Commanding General, New York Quartermaster Procurement Agency

12:30 p.m.—General Luncheon—Speakers

2:30 p.m.—Group Meetings (members only)

Friday, Oct. 27


- 9:30 a.m.—General Session
"Domestic Livestock Outlook"—Earl Wilson, Bureau of Agricultural Economics
"The Economic Crossroads"—Martin R. Gainsbrugh, economist, National Industrial Conference Board
"The National Labor Outlook"—Austin Fisher, Labor Relations Counselor
"Past Experience, 1940-45"—Panel and Discussion—Edward L. Drew, chairman; Harold Connett, Sherwood B. Gay, Lewis B. Jackson, Frank H. Miller, Julius G. Schnitzer
Report by Irving R. Glass, executive vice president
- 12:15 p.m.—General Luncheon and Technical Session — Clayton F. Van Pelt, chairman; Dr. Fred O'Flaherty, Robert B. Hobbs, Dr. E. R. Theis, William T. Roddy, Robert M. Lollar, Dr. S. J. Kennedy, W. O. Dawson and others.

Hartley To Speak At Shoe Fair Luncheon

Fred A. Hartley, Jr., co-author of the Taft-Hartley Act and author of the book "Our New National Labor Policy" will be a featured speaker at the official opening luncheon of the National Shoe Fair to be held at 12:30 p.m., Monday, Oct. 30 at the Palmer House, Chicago. Hartley will speak on "What American Business Can Expect."

Joseph E. Boyle, vice president of J. Walter Thompson Co., will report on the activities of the National Shoe Institute with particular reference to (1) seasonality programs for men's shoes, (2) the "go with" theme for women's shoes, and (3) the Back-to-School and Proper Fit themes for children's shoes.

Tickets are available from George Gayou, manager, National Shoe Fair, Palmer House, Chicago.



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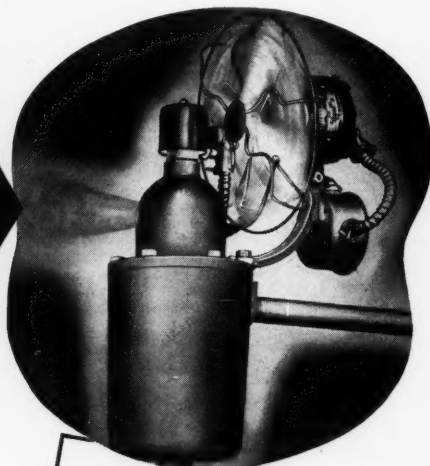
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STEPHENSON SEES STEPPED-UP MILITARY SHOE BUYING AHEAD

Military shoe requirements will probably take from three to four million pairs this year and then be stepped-up to from 10-12 million pairs in 1951, W. W. Stephenson, executive vice president of the National Shoe Manufacturers Association, predicted this week.

Stephenson made his statements at a press luncheon in New York sponsored by the National Shoe Institute.

Harold Volk, president of the NSI, said there is an "abundance" of raw materials for the entire shoe industry to fill all requirements without need of rationing. He reported that his views are shared by leaders in both industry and government. "We are prepared today much better than we were in 1940," he asserted.

Weir Stewart, president of the National Shoe Manufacturers Association, reviewed briefly events trans-

piring since outbreak of the war in Korea, including sudden rises in hide and leather prices. He declared, however, that he saw no reason to expect controls on shoes.

"Raw materials, including import items, have been sufficient to take care of all civilian needs and requirements of the military, now and in the foreseeable future," he declared.

Some of the advances in material

and labor costs have been passed along to the shoe consumer, he said, but not nearly to the extent of increases in other industries. Because of relatively small profit margins in the shoe industry, the industry cannot absorb costs which have been advanced materially, he added.

The industry will continue to turn out the same high quality of shoes as it has in the past, Stewart asserted. On the basis of present production figures, he said it appeared the shoe industry will turn out some 495 million pairs of shoes in 1950, with some civilian production possibly diverted to meet military needs.

TWO FIRMS SHARE ARMY BOOTS AWARD

Endicott-Johnson Corp., Endicott, N. Y. and Allen-Squire Co., Spencer, Mass. were awarded contracts this week on Army invitation QM-30-280-51-326 calling for 125,004 pairs of russet service combat boots. Endicott-Johnson will manufacture 95,004 pairs at \$7.87 per pair while Allen-Squire will make 30,000 pairs at \$8.12 per pair.

Winners of contracts on Army invitation QM-30-280-51-227 calling for 75,000 lbs. of 13" leather soles strips were as follows:

Morris Feldstein & Sons, Inc., New York City, 16,000 lbs. at \$8.675-\$8.975; Howes Leather Co., Inc., Boston, 10,000 lbs. at \$.89; The James Leather Co., Inc., Boston, 9,000 lbs. at \$.87; and A. C. Lawrence, England Walton Div., Leather Co., Peabody, Mass., 40,000 lbs. at \$.8159-\$8.759.

The New York Quartermaster Procurement Office will shortly issue an invitation to bid on more than 400,000 pairs of combat boots for the Army, according to trade reports. The bid invitation, anticipated by shoe manufacturers for some time, is expected to mark the beginning of government policy to fill military shoe requirements as the services are expanded.

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MILITARY BIDS AND AWARDS

Shoe Finishing Machines

October 16, 1950—QM-30-280-51-488, five shoe finishing machines, 200 volt, 60 cycle, AC. Opening at 3:30 p.m. in New York with delivery Dec. 30 or earlier, for the Army.

Leather

October 16, 1950—QM-30-280-51-351, Various Leather items. Bid opening New York 2 p.m. Delivery: St. Louis Medical Depot, Mo. 1,000 fronts heavyweight, cream-colored horsehide leather, 4½ to 5 oz. Stock No. 12-480-250. Also, 1,000 sides leather, case, russet, 5 to 6 oz. Stock No. 12-480-210. Also, 2,000 skins, leather, calfskin, natural russet, medium, weight 2 to 2½ oz. Stock No. 12-480-150. Delivery on all items must be complete by December 31, 1950, or earlier, for Army.

Women's White Oxfords

October 18, 1950—QM-30-280-51-368, women's white low quarter shoes, 13,836 pairs. Opening in New York at 1:00 p.m., delivery not later than January 1951, for the Army.

Rubber Heels

October 19, 1950—QM-30-280-51-520, rubber heels (various types and sizes), 10,714 prs. Bid opened at 2:00 p.m. in New York with delivery Oct.-Dec. 30, 1950, for the Army.

Orthopedic Shoes

October 19, 1950—QM-30-280-51-521, convalescent orthopedic shoes (various sizes, left and right), 1118 each. Bid opening at 2:30 p.m. in New York with delivery Oct. 30-Dec. 30, 1950, for the Army.

Gym Shoes

October 23, 1950—Navy Bid

Invitation No. 7383—7,782 prs. women's gymnasium shoes. Opening, New York, 10 A.M. For delivery to Naval Clothing Depot, Brooklyn. Must be delivered within 30-60 days after date of contract. For the Navy.

October 23, 1950—Navy Bid Invitation No. 7384—14,980 prs. men's gymnasium shoes. Opening, New York, 10 A.M. Item 1—5,278 pairs for Naval Clothing Depot, Brooklyn. Item 2—9,702 pairs for Naval Supply Center, Oakland, Cal. Delivery must be made on the following schedule: 1/3 within 30 days after contract award, 1/3 60 days after contract award and 1/3 after 90 days of contract. For the Navy.

Mitten Shells

October 26, 1950—QM-11009-51-717, mitten-shells, trigger-finger, M-1948 Medium, 63,000 pairs, in accordance with Military Specification MIL-M-810A, dated Aug. 24, 1950. Opening in Chicago on October 26, delivery December, 1950-January, 1951.

Various Items

October 27, 1950—QM-30-280-51-428. Various items. Opening at 2:00 p.m., New York. 4,593 spools, 100 yards, various colors, leather lacing; 2,684 leather modeling tools, types 1 and 5; 2,000 skins, calfskin tooling leather, various colors; and 300 fronts medium weight, cream horsehide leather, 3½-4 oz. Delivery December 15-30, 1950, for Army.

Leather

October 30, 1950—QM-30-280-51-452, opening in New York at 1:30 p.m. 5,063 skins, leather, sheepskin, El Morocco, tooling (various colors) and 3,703 skins leather, sheepskin,

lining skiver, black and brown. Delivery to St. Louis and Edgewater, N. J., December 15-30, 1950, for the Army.

Arctic Mittens

November 3, 1950—QM-11-009-51-818, arctic mittens, 176,160 prs., M-1949 with cotton oxford gauntlet, complete with liner. Small size in accordance with Military Specification MIL-M-834A dd. July 25, 1950 and Pattern dd. Sept. 12, 1950. Domestic Pack—32,832 prs. to Auburn, Wash., 2,400 prs. to S. Schenectady, N. Y. Overseas Pack—131,328 prs. to Auburn, 9,600 prs. to S. Schenectady. Opening at 10:00 a.m. in Chicago. Delivery Dec. 31, 1950 to Jan. 31, 1951.

Leather Soles

November 2, 1950—QM-30-280-51-479, Item 1—full leather soles, 12,000 prs., and Item 2—leather sole strips, 13" wide, 30,000 lbs. Opening in New York at 3:00 p.m. with delivery during Dec. 1950, for the Air Force.

Endicott-Johnson Bids Low On Women's Shoes

Endicott-Johnson Corp., Endicott, N. Y., was low bidder this week on QM-30-280-51-380 calling for bids on 10,296 pairs of women's low quarter russet oxfords. A total of six shoe manufacturers turned in bids for the entire quantity.

Following are bidders and prices:

Endicott-Johnson, all at \$5.47 per pair.
Irving Drew Corp., Lancaster, O., all at \$6.45 per pair. Net 30 days.
U. S. Shoe Corp., Cincinnati, O., all at \$6.15 per pair.
Selby Shoe Co., Portsmouth, O., all at \$6.90 per pair. Net 30 days.
Golo of Dunmore, Dunmore, Pa., all at \$7.42 per pair. Net 30 days.
Craddock-Terry Shoe Corp., Lynchburg, Va., all at \$5.75 per pair. 1/10 of 1% 30 days.

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3 Granby St., Leicester

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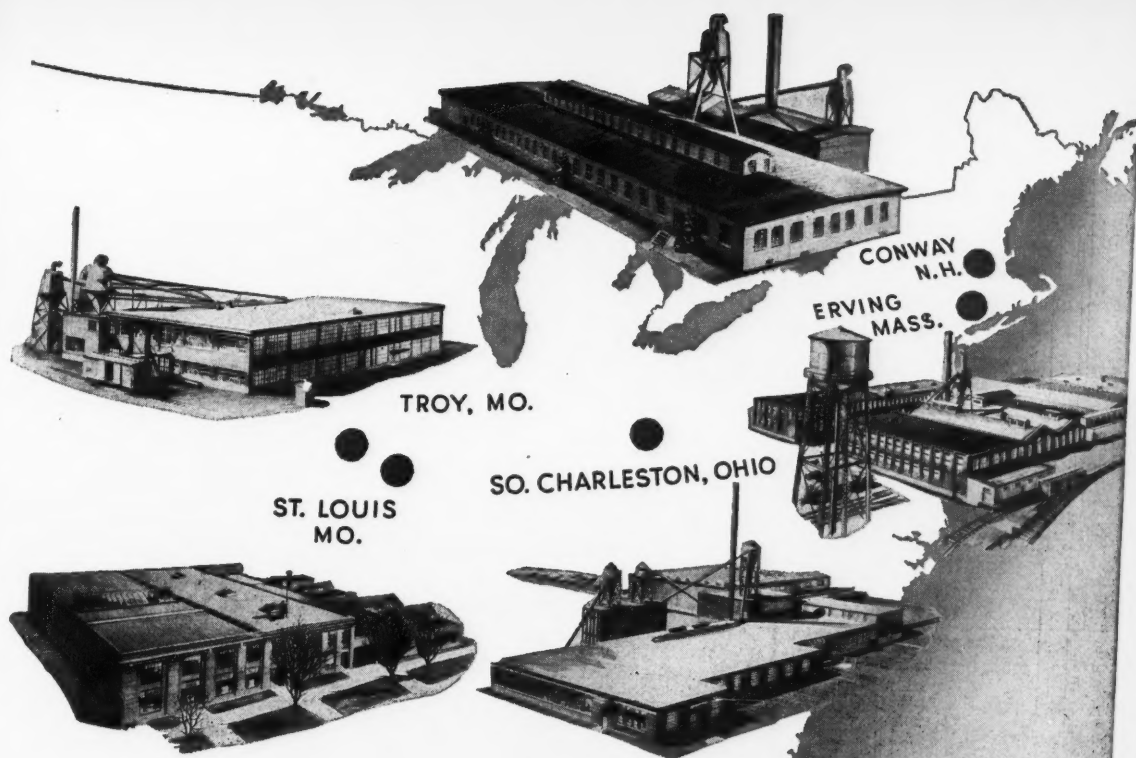
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LEATHER MARKETS SHOW SEASONAL SLOWDOWN WITH PRICES STEADY

Lack Of Demand Keeps Prices Nominally Firm In Most Leathers

Lightweight sole leathers widely wanted but supply limited. Calf picks up but sides continue to draw buyers. Sheep steady.

New York Markets

Upper Leather: New business reported as slow and the trading is mostly of a fill in nature. Price lists unchanged with most tanners holding lists 57-60c and down for large spread elk sides and 60-67c and down on extremes as to tannage, etc. Buyers showing a certain amount of price resistance and taking only leather immediately needed. The slight easing of the hide market towards the end of last week caused buyers to slow down. A big factor in the thinking of shoe manufacturers is how much higher shoes will sell at retail and they are doing everything they can to hold prices down.

Calfskins: Tanners report business slow the last two weeks. Lists on women's weight suede start at \$1.35-40, according whether black or colored, and down with buyers generally taking small lots of the second grade skins priced at \$1.25 per foot in black and colors. Smooth calf starts at \$1.25 and down but here, too, the second grades from \$1.10-15 and down are generally the going levels. Some tanners report selling suede at \$1.35-40 and smooth at \$1.25 per foot but not much volume involved and not many skins available at those prices.

As in side upper, orders now are mostly of a fill-in nature.

Alligator Leather: Good demand continues for this leather and tanners keep well sold ahead. Prices firm with 7 inch skins selling around 85c per inch, 8-9 inch skins \$1.12 per inch, 15-16 inch skins \$1.90 per inch, and 25 inch and up at \$2.35 per inch. These prices are for average tannages and selections; better selections of course, run higher.

Sole Leather: Good demand reported for sole leather recently. Offal has the main interest but tanners report bends moving well and some of the heavier weights too. Price lists remain unchanged with 66c to 80c generally quoted for bends from the heavy weights to the lights. Bellies quoted and selling from 48c to 50c for steers and cows. Single light shoulders, heads off, 60-70c and heads on 57-63c. Double rough shoulders, tannery run, 74c to 78c with specialty runs for men's waist belts up in the 80's. Chrome retanned bends moving very well and quoted 75c for light weights and 90c for heavy weights.

Sole Leathers Moderate

Little change in Boston sole leather market, tanners report. This means light weight leathers still widely wanted, hardly enough available to meet demand. Bends below 8 irons bring up to 83 when tanners have

Price and Trends of Leather

KIND OF LEATHER	THIS WEEK	MONTH AGO	YEAR AGO	1949 HIGH
CALF (Men's HM)	1.10-1.30	1.10-1.30	90-1.10	95-1.15
CALF (Women's)	1.00-1.25	1.00-1.25	85-1.05	90-1.10
CALF SUEDE	1.20-1.35	1.20-1.35	1.00-1.15	1.05-1.30
KID (Black Glazed)	80-1.17	80-1.17	70-1.00	70-1.00
KID SUEDE	80-93	80-93	60-88	70-90
PATENT (Extreme)	56-74	49-71	48-56	56-66
SHEEP (Russet Linings)	19-28	19-28	18-23	19-23
KIPS (Corrected Reg. Finish)	64-73	64-71	57-61	57-61
EXTREMES (Corrected Reg. Finish)	54-62	54-62	45-53	48-53
WORK ELK (Corrected)	57-62	55-60	44-50	52-56
SOLE (Light Bends)	78-83	78-83	64-66	68-72
BELLIES	47-51	47-51	38-42	44-48
SHOULDERS (Dble. Rgh.)	72-80	72-80	60-67	64-72
SPLITS (Lt. Suede)	36-41	36-41	37-43	39-44
SPLITS (Finished Linings)	20-26	20-26	20-22	22-24
SPLITS (Gussets)	17-22	17-22	17-20	19-20
WELTING (1/2 x 1/8)	11	10 1/2-11	9	9 1/2-10
LIGHT NATIVE COWS	33-34	33 1/2-34 1/2	24 1/2-27 1/8	29 1/2

All prices quoted are the range on best selection of standard tannages using quality rawstock.

them. More sales made at 81c. Bends 8-9 irons bring up to 72c with demand fair. Heavies slow with tanners having trouble getting 63c and down for above 10 irons. Most tanners expect sales to continue at slower level until after Shoe Fair, say shoe manufacturers have filled most of immediate requirements.

Light Bends: 78-83c
Medium Bends: 68-72c
Heavy Bends: 58-63c

Sole leather tanners in Philadelphia report that although on the whole business shows great activity, findings are absolutely dead. Tanners feel that in all probability everyone overstocked in repair leathers when the wild buying was on, and now that actual shoe repair business is slow, finding bends aren't moving. Factory leathers, on the other hand, are selling in quantity. An average price of 72c quoted, for middle weight factory bends. The shortage in light weights continues and although there is demand, tanners cannot meet it. Welting and specialties men are doing a great deal of buying—heads go at 30c and bellies at 50c and tanners cannot keep up with the demand.

Sole Offal Slows

Sole leather market in Boston continues moderate to slow. This is seasonal slowdown, say tanners, who will do little substantial selling until after Shoe Fair. Medium weight steer bellies find fair demand but heavy weights are slow as are cow bellies. Medium weights bring up to 49c while heavies bring 48c. Few sales of cows reported at 51c and down. Single shoulders with heads off moderate at 65c and down for lights, 54c and down for heavies. Double rough shoulders strong between 74-78c; special waistbelt selections bring up to 80c. Heads and shanks slower; prices unchanged.

Bellies: Steers: 47-49c; Cows:

49-51c

Single shoulders, heads on:

Light, 58-65c, Heavy, 49-54c

Double rough shoulders: 72-80c

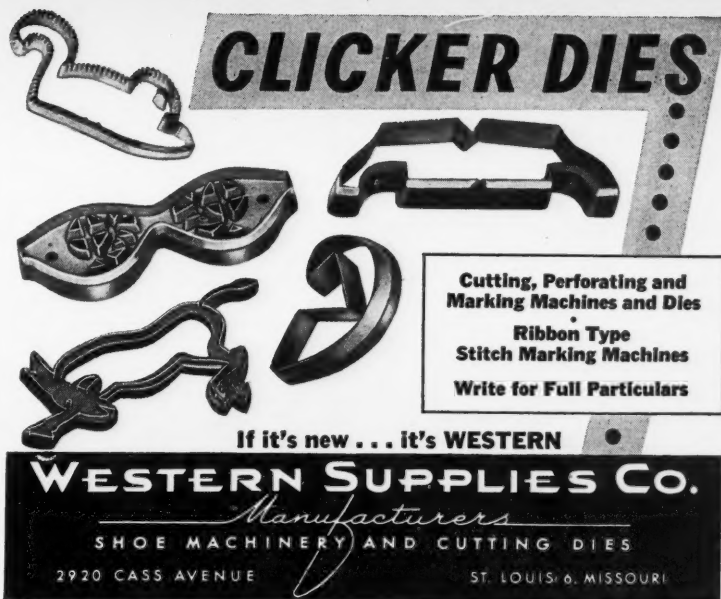
Heads: 28-31c

Fore Shanks: 37-40c

Hind Shanks: 39-43c

Calf Better

Boston calf leather tanners report sales somewhat better this past week although prices still scare away many prospective buyers. Calf tanners have already lost some customers to less expensive side leathers, can do little about price situation as rawstock continues firm. New orders for women's smooth calf better with average prices ranging \$1.20 and down. Se-



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lected small skins bring \$1.25 and down. Men's weights bring \$1.25 and down for both black and colors. Better sales made well below this. Suede calf still wanted at \$1.35 and down for black and colors.

Men's weights: B \$1.10-1.25; C \$1.04-1.20; D .94-1.14; X .89-1.04; XX 85c

Women's weights: \$1.05 to 1.20; C 97c-1.07; D 90c-1.02; X 80c-96c; XX 65c-78c

Suede: \$1.25-1.35N; 1.20-1.25N; 1.10-1.15N

Sheep Steady

Sheep tanners in Boston report business still on good level. Prices unchanged; sales steady. Specialty orders, cowboy boots keep most busy. Russets fairly active at 28c and down; colored vegetable somewhat less active at 28c and down. Chrome linings fair at 34c and down. No change in hat sweats or garment leathers.

Russet linings: 28, 26, 24, 22, 20, 18, 16, 15c.

Colored vegetable linings: 28, 26, 24, 21, 19, 17, 15c

Hat sweat: 29, 27, 25, 23c

Chrome linings: 34, 32, 30, 28, 26c

Garment grains: 27, 25, 23, 21c

Garment suede: 28, 26, 24, 22c

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Sides Mark Time

Boston side leather tanners, as other tanners, generally marking time until end of month. Seasonal slowdown has hit all sales, particularly in heavy leathers. Prices on these are somewhat easier although tanners have bought few heavy skins in recent weeks, kept production at minimum. When a good order shows or inventory piles up, tanners are willing to shave prices a bit. Lighter leathers another story. Strong hide market keeps prices on these at high levels.

Heavy Aniline Extremes: B 64-67; C 63-64; D 56-59c

Other Finishes

Corrected Kips: B 65-73; C 63-71; D 61-69; X 55-62c

Corrected Extremes: 54-62; 52-58; 50-56; 47-53c

Corrected Large: 53-58; 51-55; 49-53; 46-50c

Work Elk: 57-62; 53-58; 49-54c

Splits Spotty

Not much change in Boston splits market. Prices nominally the same as last week, sales spotty. Many sales made below quoted prices as tanners find buyers reluctant to plunge under prevailing hide market conditions. Suede splits fairly active with light suede bringing up to 41c, heavy up to 47c. Finished linings still wanted at 26c and down. Gussets slower at 22c and down. Retan sole unchanged.

Light suede: 36-41; 34-39; 32-36c

Heavy suede: 43-47; 41-43; 38-40c

Retan sole: 40, 38, 35, 33, 30c

Finished linings: 19-21; 20-23; 22-26c

Gussets: 17-22c

Pickled Heavy, 14-15c lb.; Light, 12½-13½c lb.

Blue splits: Heavy, 15-17c lb.; Light, 13-14c lb.

Kid Leathers Good

Kid leather tanners of Philadelphia report while business has decreased somewhat, it is still definitely better than usual for this time of the year. Spring selling has not started yet in any great quantity although there is some sampling and a few advance orders. Tanners say the industry doesn't seem to be following the seasonal pattern and they don't know just when the heavy sales will be made, but feel it will be right after the Chicago show.

This past week black glazed still did the greatest amount of business with some brown also selling. Black suede came next and brown suede also sold in some quantity. Very few sales made in reds, greens and blues, but samplings have already been made up and sent out in varied colors. This is done mostly in glazed.

Prices in both glazed and suede re-

main as quoted last week, with actual sales hitting the lowest and highest priced leathers. Only a small amount of business done in the middle grades of glazed and suede.

Slipper still going very well, with slipper manufacturers continuing to do a good deal of buying. Cowboy boot manufacturers continue to buy slipper leather in quantity. Prices unchanged.

Linings going well at firm prices. Some tanners report good business in crushel not only in white, but black, red and green. A price quotation of 35-75c shows an advance of 5c over previously quoted prices. Nothing at all reported in satin mats.

Current Average Prices

Suede: 35-93c

Glazed: 32c-1.17

Linings: 26-60c

Slipper: 30-65c

Crushed: 35-75c

Satin Mats: 50c-1.20

Belting Leathers Unchanged

Belting leather tanners in Philadelphia say business continues at last week's level of activity. Tanners still hesitate to book ahead too far and are allocating their supplies among their regular customers. No one is looking for new accounts. Prices on No. 2 and No. 3 butt bends the same as quoted last week. There is a definite shortage in light weights, since prices on light weight hides were so high no one would buy them. Activity in shoulders still great but no price change quoted.

Curriers report business continuing good. Some have talked about the possibility of further price changes but so far this is in the talking stage—lists are as quoted last week.

AVERAGE BELTING PRICES

Butt Bends: No. 2 ex. heavy 1.05 No. 3 ex. heavy 1.01
No. 2 ex. light 1.15 No. 3 ex. light 1.11

AVERAGE CURRIED BELTING PRICES

Curried belting	Best Sele.	2nd	3rd
Butt bends	1.36-1.50	1.32-1.43	1.26-1.30
Centers 12"	1.65-1.85	1.55-1.75	1.30-1.34
Centers 24"-28"	1.61-1.82	1.55-1.75	1.30-1.41
Centers 20"	1.57-1.78	1.50-1.70	1.30-1.39
Wide sides	1.27-1.42	1.24-1.37	1.16-1.29
Narrow sides	1.21-1.28	1.17-1.20	1.10-1.13

Premiums to be added: ex. heavy 8-10c; light 5c; ex light 12c-15c.

Welting Lags

More interest in welting this week but new orders still small. Shipments made at less on old orders but up to 11c asked on new orders. At present price of shoulders, welting manufacturers claim they should get at least 12c. When new buying season starts, makers will probably try for that figure. Meanwhile specialty welting continues active, maintains its position as a style item and sales help. Synthetic welting very active in the lower priced field.

Bag, Case and Strap Firm

Bag, case and strap leather prices holding generally firm. Tanners, meanwhile, continuing to report unchanged prices based on high costs of raw stock which have prevailed during recent weeks. Sales, while somewhat slow, are good considering this time of year. Most of the demand for bag, case and strap leathers has been for just about all selections, rather than any particular grade.

2½ ounce case	53, 50, 47c
3 ounce case	56, 53, 50c
4 ounce strap	66, 63, 60c
5 ounce strap	70, 67, 64c
6 ounce strap	73, 70, 67c

Work Gloves Wanted

Work glove leather tanners report a well-sold-ahead position in most cases. Bookings have been good during the past weeks, and while actual demand has tapered off, it still is much better than a year ago.

Horse Shanks (40-45 avg. ft. per doz.)	28-30c per sq. ft.
Horse Shanks (50-55 avg. ft. per doz.)	29-31c per sq. ft.
Cow Bellies (40-45 avg. ft. per doz.)	28-30c per sq. ft.
Cow Bellies (50-55 avg. ft. per doz.)	30-32c per sq. ft.
Shoulder Splits (No. 1, 2, 3) (Per Pound)	60, 50, 40c
Glove Splits (L-M) (No. 1, 2, 3)	21, 20, 19c

Garment Leathers Steady

While there has been an extreme break in the rawstock horsehide market, no revisions noted yet in horsehide leathers. Tanners report steady prices with those of last week.

Suede garment leather, 32, 30, 28c
Grain garment leather, 31, 29, 26c
Horsehide leather (average), 36-38c
Better horsehides grades up to 40-42c

TANNING MATERIALS FIRM

Raw Tanning Materials quotations firm with little or no change from last week. Wattle Bark in good demand but supplies continue to be limited. Tanning Extracts prices unchanged. Anticipated advances in some Tanning Oils have been effected.

Raw Tanning Materials

Divi-Divi, shipment, bags	•
Wattle bark, ton	•
Sumac, 28% leaf	\$71.00-\$72.00
Myrobalans, J. 1s.	\$69.00-\$70.00
(Crushed \$73.00) J. 2s.	\$76.00-\$80.00
R. 1s.	\$46.50-\$47.50
Valonia Cups, 30-32% guaranteed	\$38.00
Valonia Beards	\$47.00-\$48.00
Mangrove Bark, So. Am.	\$57.00
	\$54.00-\$56.00

Tanning Extracts

Chestnut Extract, Liquid (basis 25% tannin), f.o.b. plant	3.45
Tank cars	4.15
Barrels c.l.	4.15
Barrels, l.c.l.	4.65
Chestnut Extract, Powdered (basis 60% tannin), f.o.b. plant	9.38
Bags, c.l.	9.78
Bags, l.c.l.	9.78

Cutch, solid Borneo, 55% tannin, plus duty	.08%
Gambler Extract, 25% tannin, bbls.	.09%
Hemlock extract, 25% tannin, tk. cars, f.o.b. wks.	.0525
Bbls., c.l.	.05%
Oak bark extract, 25% tannin, lb. bbls. 6½-6¾, tks.	.06%
Quebracho extract	
Solid, ord., basis 63% tannin, c.l. plus duty	8-5/16
Solid, clar., basis 64% tannin, c.l.	.09
Liquid, basis 35% tannin, bbls.	.08
Ground extract	.16½
Wattle bark, extract, solid (plus duty)	.07%
Powdered super spruce, bags, c.l.	
.05¼; l.c.l.	.05½
Spruce extract, tks., f.o.b. wks.	.01%
Powdered valonia extract, 63% tannin	.09½

Tanners' Oils

Cod oil, Nfld., drums	1.05
Castor oil No. 1 C.P. drs. l.c.l.	.28
Sulphonated castor oil, 75%	.23
Cod, sulphonated, pure 25% moisture	.13
Cod, sulphonated, 25% added mineral	.12
Cod, sulphonated, 50% added mineral	.11
Linseed oil tks., c.l. zone 1	.178
drums, l.c.l.	.20
Neatsfoot, 20° C.T.	.36
Neatsfoot, 30° C.T.	.34
Neatsfoot, 40° C.T.	.27
Neatsfoot, prime, drums, C.L.	.22½
L.C.L.	.24½
Neatsfoot, sulphonated, 75%	.20
Olive, denatured, dra. gal.	2.75
Waterless Moellon	.14
Artificial Moellon, 25% moisture	.13
Chamois Moellon	.11½-.12
Common degrass	.10-.12
Neutral Degras	.21-.22
Sulphonated tallow, 75%	.13
Sulphonated tallow, 50%	.10
Sponging compound	.12½
Split oil	.11-.12
Sulphonated sperm, 25% water	.19
Petroleum Oils, 200 seconds visc. tks., f.o.b.	.13½
Petroleum Oils, 150 seconds visc. tks., f.o.b.	.14
Petroleum Oils, 100 seconds visc. tks., f.o.b.	.13

*Quotations withdrawn

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PACKER HIDES SHOW EASIER TONE IN RESTRICTED TRADING

Light Hides Continue In Good Demand As Heavy Hides Accumulate

Buying of big packer hides a little less urgent this week. Tanners slower to make firm bids on a number of selections, particularly heavy native steers, heavy native cows and the heavier selections of branded steers.

Trading in branded cows, however, again a feature. Large tanning shoe manufacturers and sole leather tanners took on additional quantities at steady prices. Judging from large purchases of branded cows in recent weeks, light sole leather has been moving very well, with buyers active in covering raw material requirements. Fortunately, production of branded cows has been increasing seasonally and packers are able to meet demand with fairly adequate supplies.

A review of trading for the month of September shows that reported sales of branded cows by the big packers in the four weeks ended Sept. 29th totaled over 75,000 with another 30,000 sold last week and at least 16,000 early this week, these figures not including bookings by tanning packers to subsidiaries.

Because of good demand for light sole leather, some sole leather tanners have been buying light native cows from various northern points from time to time. Light native cows as

well as light native steers, extreme light native steers, light branded and extreme light branded steers continue to bring steady prices.

Comparatively high prices on calf and kip leather stimulated buying of side upper leather and in turn brought upper leather tanners into the market for light hides. These selections are in a good position as unsold stocks are rather limited and production should seasonally taper off in coming weeks with more heavy hides coming forward.

Heavy hides definitely becoming more plentiful. Trading has been very slow in past few weeks and supplies have been accumulating. Less buying of heavy native steers by sole leather tanners attributed to somewhat slower trade on heavy finished stock and fact that buyers anticipate greater production of these hides during late Fall and Winter months.

Buying of heavy native cows has been restricted for the same reasons. In addition, specialty tanners such as upholstery, etc., outlets are expected to be less eager to buy in coming months as hides will be seasonally declining in quality, being longer haired and more grubby.

QUOTATIONS

	Present	Week Ago	Month Ago	Year Ago
Native steers	31 -33 1/4	32 -33 1/2	32 1/2-33 1/2N	24 -25
Ex. light native steers	36 1/2	36 1/2	36N	29 1/2
Light native cows	33 -34	33 -34	33 1/2-34 1/2	24 1/2-27 3/4
Heavy native cows	31	33 -33 1/2N	32 1/2N	24 -27 3/4
Native bulls	21	22N	23N	17 1/2
Heavy Texas steers	28	28 1/2	29N	22
Light Texas steers	30N	30 1/2	30 1/2N	22 1/2
Ex. light Texas steers	33N	33 1/2N	32 1/2N	26 1/2
Butt branded steers	28	28 1/2	29N	22
Colorado steers	27 1/2	28	28N	21 1/2
Branded cows	30 1/2-31	30 1/2-31	30 -30 1/2N	23 1/2-24 1/2
Branded bulls	20	21N	22N	16 1/2
Packer calfskins	75 -80	75 -80	75 -80	55 -65
Chicago city calfskins	58 -60	58 -60N	55	40N
Packer kipskins	60	62 1/2-63	62 1/2B-65A	50

HIDE FUTURES

COMMODITY EXCHANGE, INC., FUTURES MARKET

	Close Oct. 13	Close Oct. 5	High For Week	Low For Week	Net Change
December	27.45T	27.30B	28.08	27.05	+15
March	26.20T	26.00B	26.65	25.80	+20
June	25.90B	25.65B	26.30	25.70	+25
September	25.50B	25.25B	—	—	+25

Total Sales: 87 lots

However, some specialty tanner buying will be done from time to time but purchases will be selective and more or less confined to production points running light for grubs, including St. Paul and other northern plants. As a result, more and more heavy native cows and heavy native steers from less desirable heavy grubbing points will have to go into sole leather. Due to this seasonal factor, trade advices look for a narrower price spread between heavy native cows and branded cows and heavy native steers and heavy branded steers.

Packer Hides Spotty

Packer hides spotty. Some sales steady, some lower. The market is draggy, heavy hides particularly, but demand for light hides slows up also. Packers have hides on hand to sell with little response from tanners.

Dropping selections this week were heavy cows, off 1c, and branded steers, off 1/2c. Heavy native steers, expected to be lower, were inactive. Light cows, light native steers, extreme light native steers and branded cows all traded in small to moderate volume at steady money, with a few extreme light and light branded steers moving steady before the 1/2c sell-off in regular line branded steers. About 65,000 hides sold and more could go.

Calfskins Fair

Calfskins moderately active this week at steady money. Two packers sold about 30,000 Chicago, St. Paul, Winona, Eau Claire and Green Bay skins, all heavies and lights except Chicago and Winona where there were heavies only, at 75c for heavies and 80c for lights, FOB shipping points, steady. Interest spotty at steady money, some pressure shown on heavies. Small packer skins bid around 65c, offered at 70c, with few attempts to split the difference. Country skins called tops at 45c, all on an allweight basis, carload lots.

New York trimmed packer calfskins quotable at \$4.50, \$5.25, \$6.25, \$7.15 and \$9.35 for 3/4, 4/5, 5/7, 7/9 and 9/12 lbs. respectively, nominally. Collector trimmed skins quoted at \$4.25, \$4.75, \$5.75, \$6.75 and \$8.65 respectively for the same weights. Big packer regular slunks last bid at \$3.50, offered at \$3.75.

Kipskins Slow

Kipskins quoted on a basis of 60c for Northern and River mixed selections, 55c for overweightes, after the sale of about 20,000 to 25,000 skins late last week. Interest spotty. Sellers do not have a great deal on hand, but find more than they can sell right now. Smaller packer skins quoted 45c bid, 50c asked, countries 36 to 38c.

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New York trimmed packer kip quoted \$10.75 and \$12 for 12/17's and 17's and up, respectively, \$9.00 and \$9.50 respectively for collector trimmed skins.

Small Packer Hides Nominal

Interest in small packer hides slowed by insecurity of big packer hides. Few ideas expressed this week around 29c to 29½c selected for 48/50 lb. average allweight native steers and cows, and a car or two of 50 lb. average, rather good hides, sold at 29 to 29½c selected. One car of 45/46 lb. average Midwestern hides reported at 30½c selected, considered a "good" price, under the circumstances of the market.

Country Hides Slack

Tanners willing to pay 26c flat for good 48/50 lb. average allweight 1's and 2's, FOB shipping points, trimmed, but nothing beyond that. Sellers wanted 27c flat, in some cases

26½c flat. Interest in heavy hides almost nil, light averages held in a cherished "high-priced" position by sellers.

Horsehides Easing

Whole horsehides off another 50c from last week. Good quality 65-70 lb. trimmed Northern horsehides in demand at prices ranging around \$12 to \$12.50, with sellers still asking up to \$13, in carload lots, FOB shipping points. Untrimmed lots still bring about \$1 premium, and, in some instances, up to \$1.10 premium.

Cut market is very slow moving. Tanners' ideas around \$8 to \$8.25, with the market generally ranging \$8 to \$8.50 when considering asking prices. Butts, basis 22 inches and up, quotable \$4 to \$4.25, with better than average lots quotable around \$4.35.

Sheep Pelts Steady

Small packers no longer quoting shearling prices as the season nears its

end. Big packers continue to report further sales of both shearlings and fall clips at steady money with those selling last week. This week, big packer top selection No. 1 shearlings sold at \$4.75, No. 2's at \$2.60 and Fall clips at \$5.25, considered steady money. No. 1 big packer shearlings nominally quotable around \$2.00. Big packer pickled skins in some demand at \$17 per dozen, with packers continuing to ask \$18 per dozen.

Dry Sheepskins Firm

Few sales this week. There is interest in the market but generally the wanted lines are either too high or else shippers are not offering.

Wool sheep markets continue firm and latest reports from the Australian auctions state that at Melbourne, prices were unchanged to two pence lower, lambs and short shearlings (bare to one inch) unchanged. Fewer skins coming in than anticipated. At Sydney sale, 30,000 skins were offered and all selections were two to five pence lower.

Hair sheep markets holding and while occasional sales are noted, business has been restricted due to price differences. Addis-abbeba butchers variously quoted from \$11.50-12.30 per dozen, depending upon shippers, and average weights. Some trading developed in Mombassa sheep at \$5.65 but most shippers have since advanced their ideas and are now asking at least \$6.50.

Reptiles Moving

At compromise levels, some business has developed in Madras bark tanned whips and one lot of 10,000 4 inches up, averaging 4½ inches, 70/30 selection, sold at \$1.02½. Reports of some business at \$1.02. Offers of skins averaging 4¾ at \$1.10 and averaging 5 inches at \$1.17 with buyers' ideas on the latter a nickel less. Cobras, 4 inches up, averaging 4½ inches, all primes, offered at 75c but not too much interest and the same is true of vipers. Due to European buying, lizards are firmly held and usually above the ideas of buyers here.

Deerskins Firm

A little more interest noted and buyers have been meeting prices asked for Brazil "jacks." Several lots of Manaoas and Paras sold at 72-73c and even up to 74c fob., basis importers, although most buyers slow to pay the latter price. Ideas at the 73c level. Shippers, however, are firm and it has been difficult to locate offers below the 74c figure. In most instances, asking prices are higher.

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MILITARY FOOTWEAR

(Continued from Page 10)

and as approved by the Munitions Board), or a capacity of about 93,300,000 pairs of men's Goodyear welt footwear annually.

Surveys have been suspended, delayed, or otherwise not initiated, in a total of 11 of these cases.

This leaves 70 facilities, all of which have been surveyed by Quartermaster Corps for Mobilization Procurement. The total potential of these 70 facilities is about 88,800,000 pairs per year, or approximately 95 percent of the capacity available to the Corps (including requirements for the Air Force).

Only about half of the unsurveyed 5 percent of this capacity is not suitable to the manufacture of QM items, so that the surveying part of the overall job has been pretty well concluded.

Progress In Planning

As of September 26, 1950, seven of the 15 items of footwear have been made the subject of completed Quartermaster Item Mobilization Procurement Planning. This means that the New York Quartermaster Industrial Mobilization Procurement Office has consolidated all surveys pertaining to each of these items, examined the total phased mobilization production schedules agreed upon with all managements concerned, and prepared a summary of the over-all position on phased production vs. phased requirements. In addition, this means it has considered and reported on the status of all inherent problems, solved or remaining to be solved.

These seven plans, which have been completed, embrace the great bulk of military footwear from an over-all quantity standpoint—particularly as far as leather footwear is concerned.

All the Rubber Footwear Items in this list have been moved into a priority position within the past 60 days. Most of the facilities manufacturing these items have been surveyed in the process of surveying leather footwear facilities. The seven items for which plans have been completed are:

1. Boots, Arctic, Felt
2. Boots, Combat, Tropical
3. Boots, Mukluk
4. Boots, Service, Combat, Russet
5. Boots, Ski, Mountain, w/Rubber Cleated Soles
6. Shoes, Service, Composition Sole, Russet
7. Shoe-Pacs, 12", M-1944.

Of the remaining eight items, three are in the stage immediately preceding the planning stage. These are:

1. Overshoes, Arctic, M-1945
2. Shoes, Low Quarter
3. Shoes, Safety Toe, Oil Resistant Sole

For this group of footwear items, summaries of producing facilities are on hand in the New York Quarter-

master Industrial Mobilization Planning Office, showing the total phased requirements vs. the total phased mobilization production schedules—in other words, the "arithmetic" of the proposed plan. They are incomplete insofar as they are not finalized in respect to inherent problems calling for solution.

These inherent problems include: provision of adequate materials and

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components from stockpiles or Government furnished property, revision of specifications, development of substitutes and new items, rounding-out of production machinery, shoe last supplies, etc.

These summary sheets currently are serving as an aid to current procurement, through supplying a list of facilities and their corresponding relative potentials for producing footwear. The remaining few of the 15 items are in an advanced state of surveying and will shortly reach the preliminary planning stage.

Needs And Product

The three-year requirements for the majority of items, for which planning is in progress, have been adequately met and exceeded. An exception to this statement is the case of Boots, Combat, Tropical. For this item, approximately three-quarters of the requirements have been met. With the majority of the footwear items, the first three months after M-Day requirements are not at present adequately met. Some of the more important reasons for this are:

1. Disproportionately high initial requirements, due to the expected great numbers of men to be inducted into the Service during an emergency.
2. Problems of plant conversion from peacetime production to wartime production.
3. Delay in procuring sufficient quantities of chrome retanned upper leather of required weight.
4. Delay in procuring certain component materials, such as nylon duck for Tropical Combat Boots.
5. Shoe lasts. This problem will be discussed later.
6. 50 percent reservation for Civilian Consumption.

The figures on production obtained do not represent the total productive Capacity of the footwear item. They represent only that portion tentatively allocated to the Military. Civilians require shoes and gloves in wartime the same as they do in peacetime. Consequently a reserve of Productive Capacity in the amount of 50 percent of normal production is allocated for the production of civilian items. In other words, if a plant normally manufactures 1,000 units, but can increase production to 1,500 units, 50 percent of the 1,000 (or 500 units) has been reserved for Civilian Production; and the balance of the

50 percent of normal production, plus the increase resulting from maximum production (or total of 1,000 units, has been planned for the military.

The expectation is that greater production of these items can be realized for the first quarter than is indicated from surveys; however, the consent of manufacturers must be secured to increase their production for military needs. It is planned to recontact management of facilities to secure their concurrence.

Increasing initial production towards meeting initial requirements is one of the problems you can help us solve now that the various committees have been organized and are functioning.

It is also possible that there may be suitable substitutes for some of these items during the initial phase of Mobilization and Conversion. Recommendations, by Committees, for suitable substitutes and possible temporary modifications in specification, is another manner in which you may help us in Industrial Mobilization Planning.

Materials And Supplies

The status of planning for footwear has progressed to a state where Quartermaster Association Commodity Groups have been able to materially aid Industrial Mobilization Planning.

The organizational meeting was held in New York on June 8, 1950. At this meeting, R. A. Mills, Vice President of Endicott-Johnson Corp. was elected Chairman of the Leather and Footwear Industry Group. Under this Industry Group, the Leather Footwear Commodity Division Committee has Robert C. Erb, President of the J. F. McElwain Co., as Chairman; the Leather Commodity Division is headed by Irving R. Glass, Executive Vice President, Tanners' Council of America, as Chairman; Machinery and Supplies Commodity Division Committee, Warren E. Coombes, United Shoe Machinery Corp., as Chairman; Rubber Footwear Commodity Division Committee, V. N. Hastings, United States Rubber Co., temporary Chairman; the Last Commodity Division Committee, Joseph W. Holmes, President of the United Last Co., as Chairman; the Glove Commodity Division Committee, Joseph Shmickler of the Illinois Glove Co. as temporary Chairman.

The Footwear Commodity Division of the Group met in New York with the Industrial Mobilization, Research and Development, Current Procure-

ment and Inspection Service personnel. The purpose of the meeting was to review the Item Mobilization Procurement Plans for the Boot, Service, Combat, Russet; Shoe Service, Composition Sole; Boot, Combat, Tropical and Shoe-Pacs, M-1944.

The Committee agreed that the three-year mobilization requirements of the Armed Services could be adequately met by the Footwear Industry. However, they believed the first quarter following M-Day's requirements would be difficult to meet. The Committee is now studying this problem and will submit their recommendations.

30 Days to Produce

The Committee believed the Industry could start production in volume in 30 days, if adequate provisions were made for materials prior to M-Day. The Shoe-Pac, however, is the exception, for the Committee did not believe there are sufficient aluminum lasts available for rubber bottoms, and then there is the problem of lining up subcontractors to top the pac. Notation was also made of the problem of soles and heels for the tropical combat boot, as little equipment for this item is presently available.

A considerable portion of the meeting was devoted to discussion by the shoe manufacturers of present army shoe inspection procedures. The problem centered around delays encountered by manufacturers when component details did not satisfy inspectors. Test methods used by manufacturers were not always based on the same procedures as used by Quartermaster laboratories. Also delays were encountered from the time materials were sent to the laboratory for testing and the time to when approval or rejection was obtained. Shoe manufacturers charged these delays caused them additional expense in idle time of men and equipment, production scheduling, and tie-up of capital in inventories. Another problem of tolerances in specifications was discussed. The industry recommended reasonable tolerances be established for measurements of component footwear materials. As a result of this discussion, meetings have been held by the representatives of industry, inspection service, and research and development, and action will be forthcoming to correct these problems that I have mentioned.

The Shoe Last Committee of the Leather and Footwear Commodity Group held a meeting in New York
(Concluded on Page 46)

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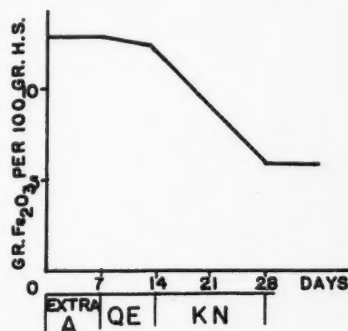
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IRON-TANNED SOLE LEATHER

(Continued from Page 12)

it decreased after a further suspending for 14 days in a Gerbstoff KN liquor of 12° Be (6.4 g Fe_2O_3 / 100 g hide substance) to about half.



Results of Analyses

Because of difficulties existing at the time on account of conditions, the composition of the syntan brands used in the operations varied more or less from shipment to shipment. It was not possible to work for a long time continuously with a syntan of constant composition. The analytical data, obtained in running operations, therefore have only a conditional value. We can therefore refrain from presenting any more analytical data.

Ferrigan-Tanigan-Tannage

Sole Leather: Ferrigan-Tanigan-Tannage. Decrease of the Fe_2O_3 content G. Otto has pointed to the great significance of the complex partner of the iron atom sulfophthalic acid, in the special case of the Ferrigan tannage. The individual tanning compounds, existing in the syntans, can react during the retannage on the one hand with the Fe-sulfophthalate-collagen-complex and on the other hand with possible still free reactive groups of the collagen, or also by replacing the Fe complex. Because on the one hand, according to Otto, during the Ferrigan tanning a complete saturation of the acid binding capacity of the collagen fiber takes place, and on the other hand on the basis of the analyses of the finished leather, the tannin absorption during the retannage is changed comparatively only a little from that of a straight vegetable tannage, the definite probability exists, that during the re-



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tannage of Ferrigan-tanned leather the syntan tannins may not only combine with the reaction places of the collagen fiber, left open by the Fe complex, but that they can directly combine with the Fe-sulphthalate-collagen-complex. Thus, the question still remains open: Whether the sulphthalic acid remains in the complex or is replaced when the syntan molecule enters into the reaction.

A direct displacement of any large amount of Fe takes place with only a few syntans. With the described example the analytical data points to a stoichiometric transformation of a complex, containing 2 Fe-atoms, in a complex containing 1 Fe-atom through the action of Gerbstoff KN.

The syntans, suited for re-tannage of Ferrigan leather, therefore, must fulfill the following conditions:

Required Conditions

(1) The tanning properties of the components existing in the mixture as is represented by every syntan, must be of the same order of size, i.e., these individual components have to react with the Fe complex as uniformly as possible through sufficient diffusion ability. A buildup of moderately or poorly tanning compounds may not take place in the tan liquor. The reaction with the Fe-complex,

however, must not lead to a separation of the Fe from the complex.

(2) The colors of the Fe complexes of such syntans are to be as tan-bark-like as possible and are to remain constant during the repeated usage of the liquors.

(3) The odor of the syntans shall not be present in the finished leather.

Even if requirements (2) and (3) have no connection with the quality of the finished leather, they still play an important role in the sale of the finished product.

The syntan brands, presently on the market, do not quite correspond to these requirements. Their use, however, is possible and also completely feasible economically.

Analytical Values

The analytical values of a large number of the sole leathers, which were tanned in the described manner with the most varied syntan brands, was within the following limits:

Water	14%
Fat	0.4-0.8%
Ash	4-6%
of which Fe_2O_3	3-5%
Soluble organic substances	3-5%
Combined synthetic tannins	25-35%
Hide substance	45-53%

With the questionable value of the physical testing methods for an un-

objectionable evaluation of the practical usability of sole leather, weight was mainly given to the results of wearing tests during the examination of the finished leather. Here the Ferrigan-syntan-leather was always compared with straight vegetable-tanned sole leather. The favorable results obtained have already been reported at the start.

Economic Factors

The following must be said on the question of economy, especially of tannin conservation with the described process: A good tannage of sole leather requires a definite amount of combined tannins. The Fe complex naturally takes the place of a part of the vegetable tannin of bark-tanned leather. But because of the cost of the Ferrigan, this means no reduction in price. However, the tannin losses in the process, in comparison to the vegetable tanning process, are considerably smaller, because of the syntan tan liquors suffer no noticeable changes through fermentation and oxidation processes. The decision of the question as to whether the iron tannage can still exist and compete with the known rapid tanning processes with possibility of unlimited available supply of highly concen-

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trated vegetable extracts can be left to the future.

Difficulties during the practical execution of the Ferrigan tannage only occur during the drum tanning because of the strong corroding effect of the acid Ferrigan liquors, whereby even the lead covers of the screws heads in the interior of the drum are attacked in the course of time.

The use of the iron tannin Ferrigan in connection with synthetic tannins permits the production of sole leather of unobjectionable quality in about 1-2 months according to a process that is economical with the present raw material situation. The use of specially adjusted syntans could increase still further the economy. In the sale or merchandising of this iron tanned leather, it will be necessary to overcome a strong antipathy to such leathers which has been created due to the many unsuccessful experiments in this type of tannage.

Recent investigations in the field of synthetic tanning materials contributed much to our understanding of the tanning process for the following reasons: It is very difficult to judge the effect of certain components in vegetable extracts which analytically are considered non-tans upon the tanning mechanism. In the case of many synthetic tanning materials, however, the character of the non-tans is well known, and conclusive evidence as to their influence upon tanning can be easily obtained. For instance, it was found that syntans of the type of sulfonated Novolac have much better tanning properties in presence of an organic (acetate) buffer.

Findings of this sort are of great importance for the examination of new synthetic tanning materials. In most cases a new syntan is tested by a single tanning experiment and by subsequent examination of the resulting leather which may consist of chemical analysis and physical testing as well as of practical wearing tests. But it is improbable that conditions prevailing in one single experiment are the most favorable ones possible.

More success can be expected from a series of tanning experiments with varying pH, buffer systems and other factors. Only by conducting these pilot runs over a long period of time the optimum conditions for the use of the new material can be ascertained.

The usefulness of chemical and physical testing methods for the evaluation of a new tanning material is greatly exaggerated. Differences in the quality of a finished sole leather can be traced to three factors.

1. The biological differences between individual hides,
2. Variations in the conditions which prevail in the beamhouse and tan yard,
3. Differences in the chemical

composition of the individual tanning materials whether natural or synthetic. These differences, however, are so insignificant by comparison with the factors one and two that they hardly influence the finished product. Therefore, it is not necessary to make expensive and wasteful investigations on leather tanned with an exchange tannin.

— END —



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NEW DEVELOPMENTS

(Concluded from Page 14)

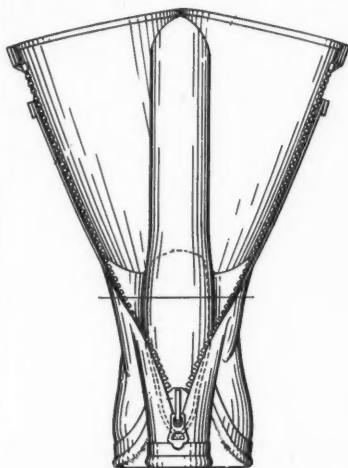
ber permits observations to be made in broad daylight. Small specimens are placed inside the chamber with appropriate holding caps supplied to secure liquids, flat or irregular solids, and various other forms. Large areas are studied with the aid of an accessory rubber end piece which excludes external light from the area under the chamber.

Price, basic unit, one frequency, battery operated—\$49.50.

Source: Menlo Research Laboratory, P. O. Box 522-MD, Menlo Park, Calif.

BACK-ZIP OVERSHOE

A new design of overshoe combines a rear zipper opening with a bellows tongue to act as a shoe horn in donning the footwear, and which permits taking on and off the overshoe without soiling the hands from mud, snow or slush.



Illustrated is the overshoe viewed from the rear, completely opened. The lower portion of the bellows tongue, as indicated below the dotted line, is preferably made with a cardboard or fibre stiffener, for obvious reasons, beneath a textile lining. The exterior of the overshoe is, of course, rubber.

The slit at the rear extends only to the top of the heel pocket, as the tongue acts as a shoe horn, guiding a shoe on the wearer's foot into the proper position.

Source: Patent No. 2,508,994; Kenneth C. Demick, Cambridge, Mass., assignor to B. F. Goodrich Co., New York, N. Y.

News Quicks

About people and happenings coast to coast

Washington

• **Thomas E. Moffitt** has been appointed assistant works manager at the Tacoma plant of **Hooker Electrochemical Co.**, which has its headquarters at Niagara Falls, N. Y. He will assist works manager John D. Rue at the plant, which manufactures caustic soda and chlorine and hardens fish oils, tallow and other oils through the use of by-product hydrogen.

Wisconsin

• **Colonial Tanning Co.'s** Glove Leather Division of Milwaukee recently celebrated the 10th anniversary of its profit-sharing plan with a dinner at the Plankinton Hotel, Milwaukee. Executive vice president Gustave Sokol reported that an average of \$171 per worker was distributed under the plan in the quarter ended Aug. 31. Henry L. Nunn, who pioneered the profit-sharing plan at Nunn-Bush Shoe Co., and M. J. Kaplan, Colonial treasurer, were featured speakers at the dinner.

• **Pero & Daniels, Inc.**, Boston, has appointed **Phil J. Ott** Leather Co. of Milwaukee as Chicago-Milwaukee representative to handle their line of grosgrain and soutache trimmings and other products.

Pennsylvania

• **The Central Pennsylvania Shoe and Leather Association** has scheduled its Fall Banquet for Nov. 17 at the Penn Harris Hotel, Harrisburg. A full program of entertainment has been planned by the Entertainment Committee headed by Association President Archie Mudge of Hanover Shoe Co.

• **Skippy Footwear, Inc.**, has been incorporated by principals of Skippy Footwear Corp. in New York City to manufacture playshoes at Wayne and Madison Avenues, West Hazleton, Pa.

• **Bruno Boehm**, shoe executive, has joined Rex Shoe Co., Inc., at Exeter. Boehm was associated with Delta Shoe Mfg. Co., recently liquidated Brooklyn, N. Y., plant.

• **Donald Sleeth** has been appointed sales representative for **Burk Brothers**, Philadelphia tanner, to replace

Harry Terpstra, who has been called into the Army. Sleeth was formerly associated with the Harvey Leather Co. in St. Louis. He will cover Pennsylvania, Virginia, Maryland and New Jersey for Burk Brothers.

Massachusetts

• **Squaw Mountain Moccasin Co., Inc.**, Jamaica Plain moccasin manufacturer, has executed trust mortgage in favor of creditors to Atty. Frank H. Shapiro, it is reported. Assets and liabilities have not yet been reported.

• **Lincoln Tanning Co.** has opened its new split tannery at Reading. Capacity is reported at 35,000' daily of suede, glove, lining and other splits. Edward Urbanski, formerly with Korn Leather Co. and A. C. Lawrence Leather Co., is plant superintendent, assisted by Norman Bernstein and Sam Bernstein.

• **Jack Bernstein** is reported to have purchased an interest in **Bay State Adhesive Corp.**, Peabody. Bernstein was formerly associated with Master Chemical Co., Boston. He will be in charge of sales at Bay State, which will soon move its offices to 28 Goodhue St., Salem, where it will produce edge stains for leather and rubber soles in addition to its regular line of adhesives.

• **Becker Shoe Co.**, Lowell, has leased additional space in the Lowell Industrial Development at 95 Bridge St. as part of its expansion plans. The firm will manufacture California playshoes in its new branch, which contains 34,000 sq. ft. Becker produces 3600 pairs of Compo and California type novelty shoes daily at its main plant at 341 Middlesex St.

• The Haverhill plant of **Pentucket Footwear, Inc.**, footwear manufacturer, is reported to have ceased operations. Company officials have not yet determined what action will be taken with the now idle factory.

• **Workers of Herman Shoe Co.**, Millis, were recently informed of a seven percent wage increase granted them by the firm. The company employs about 300 shoe workers.

• Schedules filed in the bankruptcy matter of **Kenmore Shoe Co., Inc.**, Beverly footwear manufacturer, list

liabilities at \$114,116 and assets at \$59,500, including \$7000 inventory, \$10,000 machinery and fixtures and \$42,500 due on open account, it is reported.

• **Sportwelt Shoe Co.**, North Easton shoe manufacturer, has acquired an entire floor in an Emerson Ave. factory building in Brockton. Work on moving equipment has begun and operations were scheduled to begin about Oct. 15.

New Jersey

• **Arnold Levin** has left the **Annabelle Footwear Corp.**, Bayonne, where he served as a designer.

• **Edward Lusardi** has joined Hobby Footwear of Passaic as packing room foreman. He was formerly associated with Cosmos Footwear of Brooklyn.

• **George C. Johnson** has been appointed promotional sales manager of **Hamilton Rubber Manufacturing Corp.**, Trenton.

New York

• **I. Jerome Harris** has assumed presidency of the Bureau of Salesmen's National Associations, succeeding **Samuel S. Weiss** of Detroit, president of the National Shoe Travelers' Association.

• The following have been appointed officers of the newly established **Waverly Footwear, Inc.**, shoe manufacturer located at 343 Broadway, New York City: **Herman Rosenstein**, president; **Irving Katz**, vice president in charge of style and sales; and **Jack Bernstein**, secretary.

• **Harmony Shoe Corp.**, Brooklyn shoe manufacturer, has asked creditors for a two-year extension in order to pay obligations in full. The corporation claims it expects new capital of approximately \$10,000 and plans to pay out 12½ percent quarterly over two years. The company formerly made casuals but has changed production to slippers. Liabilities are reported at \$26,261 with assets of \$38,718.

• Creditors of **Jaycee Footwear Corp.**, Hempstead, L. I., footwear manufacturer, have received notice of proposed bulk sale of the firm's assets to **Marion D'Andrea** for \$37,705 to pay unsecured claims at 25 percent cash. The sale was scheduled for Oct. 10.

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- Get our advice—our help—relative to those perplexing difficulties regarding Finish—and Repair—in shoe factories.
- Fellowships in problems of research—for various industries allied with tanning.
- Have us develop any new processes you have under contemplation.

August C. Orthmann
Director & President
Milwaukee, Wis.

922 NORTH 4th STREET
Telephone: DAly 8-6426—8-6247

REACH the *Right People!*

... those who are most likely to need what you have to sell.

- You can do it—very easily too!—with a one inch single column "Want Ad"—for \$2.50 a week—certainly not an obstacle to keep you from utilizing this valuable resource! ... in the magazine voted first choice by shoe and leather manufacturers through nation-wide polls.

- Use L&S "Want Ads" to attract the attention of practically all those you want to reach. It's the easiest and most effective way.

- Mail your "Want Ad" in — now — to:

LEATHER and SHOES

300 W. Adams St.
CHICAGO 6, ILL.

• Creditors' committee of **Charlsam Footwear Co.**, Brooklyn women's shoe manufacturer, is reported to have approved debtor's proposal to pay 100 percent in deferred payments. The plan provides for payment of 10 percent within 90 days of approval and the balance in deferred payments over a period of up to five years. Liabilities are reported at \$276,448 with assets of \$128,203. Charles Simonetti, a principal of debtor, is bringing \$25,000 new capital into the business and an additional \$15,000 is being raised by loans from several larger creditors.

• Former employees of the Langerman Shoe Co. have founded **Granada Footwear Corp.** at 377 Blake Ave., Brooklyn. Principals are John Mazziotti, president; C. J. Charles, secretary-treasurer; Anthony Terranova, A. Azin and F. P. DeSaro.

• New York designer and pattern-maker **William Mednick** has joined the executive staff of **Peppy Footwear, Inc.**, Brooklyn manufacturer of women's California and cemented shoes and men's leather soft sole slippers.

• **Herman Graff** has resigned as superintendent and buyer at the Silver Slipper Manufacturing Corp., New York City.

• **Minerva Leather Co.** has been organized at 21 Spruce St., New York. Salomon Better is principal. Another new firm is **Bell Leather Co.** at 1265 Broadway, New York. Jacob Berlfein is president.

• **Cort Fashion Shoe** of Manhasset, L. I., has effected a 50 percent cash settlement. The firm's liabilities for merchandise received were reported at \$5400.

• **Ernest Palmer Baldwin** has been appointed advertising and sales promotion manager for **A. E. Nettleton Co.**, Syracuse manufacturer of men's shoes. Baldwin has a broad background in sales and advertising.

• **F. Harris Nichols** has retired as vice president of General Chemical Division, Allied Chemical and Dye Corp., New York City. Nichols has been a vice president for 24 of his more than 50 years with the firm and is a nephew of the late Dr. William H. Nichols, who organized General Chemical over 50 years ago.

• Bankruptcy sale of assets of **Foot Modes, Inc.**, 103 Greene St., New York shoe manufacturer, realized approximately \$6,200, it is reported.

TRASK

ARTHUR C. *Exclusive Distributors* AND SONS

PURE CHESTNUT EXTRACTS

LIQUID OR
POWDER

MANUFACTURED
BY THE . . .

CHAMPION PAPER AND FIBRE CO.

(CANTON DIVISION)
CANTON, NO. CAROLINA

SOLE MANUFACTURERS

BLUDTAN

TM Reg. U.S. Pat. off.

BLOOD DECOLORIZED CHESTNUT EXTRACT



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4103 S. LA SALLE ST.
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ARTHUR C. TRASK
& SONS CORP.
41 TREMONT ST.
BOSTON

Paul Gallagher & Co., Inc.

DEALERS IN
DOMESTIC & FOREIGN

Pickled Sheep Skins

PEABODY, MASS.

Brazilian Leathers

Ask

Schlossinger & Cia. Ltda.

Caixa Postal 917

Sao Paulo, Brazil

MILITARY FOOTWEAR

(Concluded from Page 38)

on August 9, 1950. The Committee stated the Industry could handle 135,000 new lasts under current procurement by the end of this calendar year provided models, templets and patterns were available immediately. This would include 100,000 pairs of lasts for the Army and 25,000 for the Navy.

Munson Lasts

The Committee recommended that the Philadelphia Depot stockpile of standard Munson lasts be distributed to all last factories and recognized remodeling plants throughout the country to be inspected, repaired and remodeled on a fixed fair price basis. Each contractor carefully inspect the lasts and to lay aside lasts with defects. These lasts so laid aside shall be subject to inspection by QM Inspection Service before final throw out. Lasts not thrown out in this inspection are to be brought up to specification. It is estimated that if this procedure is followed, the entire stockpile of Munson lasts can be inspected and repaired and remodeled within 8 to 12 months. The Army system of control and distribution of lasts was offered for basis of study to minimize transportation problems. Also the relative merits of laminated last blocks was discussed as an auxiliary mobilization solution to the last block supply, particularly for large sizes. These recommendations are at present under consideration by OQMG.

Under present Quartermaster directives, all facilities included in Item Mobilization Procurement Plans for footwear items have been placed on current procurement bidders' lists. This is to insure that they will receive bids on items they have agreed to make under a mobilization of the Industry. These companies remain on the bidders' lists as long as their mobilization schedule is effective, whether or not they submit bids.

The Quartermaster Corps Mobilization Plans for footwear are reviewed each quarter so as to reflect changes in production capacity and refinement of the plans. To make these Mobilization plans realistic and

Lewis H. Ramsey

... 80, *retired shoe foreman*, died recently at Hale Hospital, Haverhill, Mass. For 30 years, Ramsey was lasting room foreman for the former Hervey E. Guptill Shoe Co. He was active in community affairs. Survivors include two brothers, former Alderman George F. Ramsey and William M.; and two sisters, Mrs. George B. Small and Mrs. D. Frank Sutherland.

Frank E. Packard

... 72, *veteran shoe designer*, died recently at his home in Brockton, Mass. Before his retirement, he served with the Geo. E. Keith Shoe Co., Brockton, for 27 years. He was active in religious and community affairs. Surviving are his wife, Bessie; a sister, Bessie K. Packard; and two nephews, Cedric L. and Sidney R. Packard.

Michael Nathanson

... *leather goods manufacturer*, died Sept. 24 in Boston. He was president of the Peerless Leather Goods Co. in Boston. He leaves his wife, Frances M.; a daughter, Muriel Trout; a son, Charles H.; and two brothers, Matthew A. and Joseph.

Henry A. Steinmetz

... 56, *assistant treasurer* of U. S. Rubber Co., New York, died of a heart attack at his home in Scarsdale, N. Y. late last week. A native of New York City, he attended Columbia University and served as an examiner for the Federal Trade Commission from 1916-1919, joining U. S. Rubber Co. in the latter year. From 1929-1932 he was assistant control manager at the company's footwear plant in Naugatuck, Conn. In 1936, he became assistant treasurer of the company. He leaves his son, John C.; a daughter, Miss Joan; and two sisters,

to meet the constant changes in economic and military conditions, it will require the continued assistance of the members of the Quartermaster Association working through their respective committees.

Deaths

Mrs. Louise Ehlers and Mrs. Minnie Gritman.

George M. Jackson

... 60, *synthetic leather manufacturing executive*, died at his home in Chicago Oct. 5. He was an executive in the Joanna-Western Mills Co., Chicago manufacturer of shade cloth and simulated leather. A native of Fort Meade, Fla., he came to Chicago at an early age and was associated with his firm since 1908. He was active in church and civic groups. He leaves his wife, Elizabeth W.; a son, David W.; and a daughter, Mrs. Carol D. Haymond; two grandsons; and three sisters.

Carl A. Lindstrom

... 84, *shoe manufacturing executive*, died Oct. 5 as the result of an accidental fall at Niagara Falls, N. Y. At the time of his death, he was director of the Western sales division of Endicott-Johnson Corp. Lindstrom was born in Sweden but came to the U. S. in his early years and settled in Buffalo. He was planning to retire next Spring.

Maurice Krute

... 51, *shoe manufacturing executive*, died Oct. 9 at his home in Brookline, Mass., of a heart ailment. Krute, who was well-known in New England shoe circles, was president of the Galray Shoe Co., Lawrence manufacturer of children's shoes. He was a member of Temple Kehillath Israel of Brookline and Temple Lodge, A.F. & A.M. Survivors are his wife, Lena; and two daughters, Mrs. Irene Hershon and Miss Ruth Krute.

Henry V. Conant

... 74, *Boston leather merchant*, died Sept. 28 at his home in Dedham, Mass., after a long illness. Active in the New England trade for many years, Conant was a partner in the firm of Conant & Moore on South St., Boston. The company was New England sales representative for W. D. Byron & Sons, Williamsport, Md. He leaves his wife, Ruth; a son, Loring; a daughter, Miss Marian Conant; two brothers and a sister.

ESTABLISHED 1870

WRINGER FELTS

For long life and best all-round results
specify KENWOOD WRINGER FELTS

for your: Stehling Continuous Feed Leather Wringing Machine

Stehling Combination Putting Out and Leather Wringer • Quirin Wringer

F. C. HUYCK & SONS • KENWOOD MILLS • RENSSELAER, N. Y.



Superior Fill... Superb Lustre...

SUPERFIL

United's New Heel and Edge Stain



USMC announces SUPERFIL STAIN for heels and edges — a new edge finishing material in all popular shades with the finest fill and lustre ever available.

Made from a new formula and by a completely new method, SUPERFIL combines more plus advantages than other edge inks. It's easily applied by machine or hand. A high solid content leaves a well filled foundation for easy setting. Drying time is quick — coverage uniform and spread is economical. SUPERFIL provides a high style finish to all types of heels or edges.

If you haven't yet used SUPERFIL, you owe it to yourself to try this modern finish. You, like the many present users, will be pleased with the appearance of your heels and edges.

Only SUPERFIL Gives All These

- Good mileage — easy application
- Excellent fill
- Uniform color
- Fast drying
- Easy setting
- High lustre
- Flexible — durable
- Machine or hand application
- May be used one-set or two-set over regular fillers (or over a primer as a two coat — one-set operation)
- Thoroughly tested

UNITED FINISHES

PRODUCTS
OF

B B CHEMICAL CO.

FINISHES FOR UPPERS
BOTTOMS • HEELS • EDGES

UNITED SHOE MACHINERY CORPORATION
BOSTON, MASSACHUSETTS

Now...

United Taped Shanks plus Big Markings For Easy Identification



Note the large easy-to-read numbers. Up to five numerals and letters may be used to show last, shoe style, shank size or almost any desired combination of essential information.

**GET ALL
These Advantages With
Taped Shanks**

- Quick identification.
- No shanks weakened due to stamping in the metal.
- Proper fitting because the right shank is in the shoe.
- Aids inventory control.
- Better adhesion when inserted with cement.
- Reduced possibilities of squeaking.

The plus values of prominent and more complete markings are now available when you specify United taped shanks.

United's new combined method of taping and marking gives you the marking at no extra cost.

Your system of shank marking can be clearly visible on the shank until bottoming. Operators and foremen have a constant check that the right shank is in use.

Complete information about this helpful development may be obtained from your nearest United branch office.

United Shoe Machinery Corporation
Boston, Massachusetts

Makers of clean, strong, uniform Vita-tempered steel shanks

CLASSIFIED ADVERTISING

Wanted and For Sale

Something New

STEADY SUPPLY—samples and prices on request—Foam type sponge rubber sheets for cushion innersoles and heel pads. Thickness 1/8, 3/16, and 1/4 inch. In sheets 40 x 40. Oak color.

MORRIS FELDSTEIN & SON, INC.
89 Gold St., New York 7, N. Y.

Chamois Leather

SUITABLE FOR ALL Automotive, Industrial and Domestic purposes. In Full Skins and Cut Squares.

Plain and Cellophane Packed
Lowest Prices—Prompt Delivery
WOODACRE CHAMOIS CO., LTD.,
Leather Dressers
DARWIN-LANCS-ENGLAND

Consulting Tanner

NOTHING TO SELL, excepting expert advice as a consultant on process control, tannery problems, procedure and service, from the hidehouse to the shipping room. Beamhouse, tanning, and finishing problems a specialty on calf, kip, sides, and splits of all types. Retan upper in prints, smooth, aniline, army retan, mechanical retan. Chrome upper, vegetable upper and linings, sporting goods sides, chrome and vegetable sheep for all purposes. Miscellaneous leathers of various types. Thirty years of solid tannery experience as a tanner and tannery superintendent as a background. Very best references. Address K-5, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Setting Out Machine

WANTED: Turner 6' #5 Drum Setting Out Machine.

Address K-6,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

Situations Wanted

Making Room Foreman

EXCEPTIONALLY ABLE MAN capable of taking full charge of making room or entire California process production. Excellent experience and recommendations. Will go anywhere. Address J-13, c/o Leather and Shoes, 10 High St., Boston 10, Mass.

Rates

Space in this department for display advertisements is \$5.00 per inch for each insertion except in the "Situations Wanted" column, where space costs \$2.00 per inch for each insertion.

Undisplayed advertisements cost \$2.50 per inch for each insertion under "Help Wanted" and "Special Notices" and \$1.00 per inch for each insertion under "Situations Wanted."

Minimum space accepted: 1 inch. Copy must be in our hands not later than Tuesday morning for publication in the issue of the following Saturday.

Advertisements with box numbers are strictly confidential and no information concerning them will be disclosed by the publisher.

THE RUMPF PUBLISHING CO.

300 W. Adams St. Chicago 6

Help Wanted

Tannery Superintendent

WANTED: Progressive Tanning Organization in the East needs a Superintendent to assume charge of operations in their plant (tanning and finishing of vegetable and chrome tanned sides). Must have experience and ability and know all phases of manufacturing.

Unlimited opportunity for the right man. All replies will be held in utmost confidence.

Please state age, experience and salary desired and other important data.

Give us information you would want to know if you were placing this advertisement.

Address K-7,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

WANTED

Dyes—Chemicals—Extracts
Bichromates—Oils—Waxes
Greases—Residues
By-Products—Wastes

CHEMICAL SERVICE CORP.

80-02 Beaver St., New York 5, N.Y.

BEWARE OF SUBSTITUTES FOR

TACCO SOLUBLE CLAY

THERE IS ONLY ONE "TACCO"



THE AMERICAN COLOR & CHEMICAL CO.

Sole Distributors to the Leather Industry
173-175 Purchase Street
Tel. Liberty 9517 Boston, Mass.

LEATHER SPECIALTIES
PROCESS DEVELOPMENT

PURE-TAN

(QUEBRACHO CRYSTALS)

GEORGE H. GRISWOLD

14 Franklin St. Salem, Mass.

TANNING MILLS FOR SALE!

8 FT. DIAMETER WITH 5 FT. STAVES AND 8 FT. DIAMETER WITH 4' 8" STAVES

Complete with shafts, hangars, roller bearings, and clutches. Gear, chain, and belt driven. These mills are in perfect condition and ready for use. Would cost \$2,200 each new. Will sacrifice for quick sale.

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OR WIRE
2675 W. GRAND AVE.

GENERAL TRADERS, INC.
PHONE ARMITAGE 6-8050

IMMEDIATE
DELIVERY
CHICAGO 12, ILL.

Coming Events

Oct. 15-19, 1950—Advance Spring Shoe Showing, sponsored by New England Shoe and Leather Assn., Hotels Statler and Touraine, Boston.

Oct. 15-18, 1950—First joint convention for tanners, shoe manufacturers and retailers. Sponsored by Canadian Shoe Council. Quebec City, Canada.

Oct. 25, 1950—Annual Fall Convention, National Hide Assn. Edgewater Beach Hotel, Chicago.

Oct. 26-27, 1950—Annual Fall Meeting, Tanners' Council of America. Edgewater Beach Hotel, Chicago.

Oct. 29-Nov. 2, 1950—National Shoe Fair, sponsored by National Shoe Manufacturers Assn. and National Shoe Retailers Assn., Palmer House and other hotels, Chicago.

Nov. 4-8, 1950—Spring Shoe Show, sponsored by Southeastern Shoe Travelers Assn., Atlanta Biltmore Hotel, Atlanta, Ga.

Nov. 4-8, 1950—Spring Shoe Show, Pennsylvania Shoe Travelers Assn., Hotel William Penn, Philadelphia.

Nov. 5-7, 1950—Spring Shoe Show, Central States Shoe Travelers, Muehlebach and Phillips Hotels, Kansas City, Mo.

Nov. 5-7, 1950—Michigan Shoe Travelers Club Show, Hotel Statler, Detroit.

Nov. 12-14, 1950—Spring Shoe Show, Indiana Shoe Travelers Assn., Inc., Claypool Hotel, Indianapolis, Ind.

Nov. 12-15, 1950—Spring Shoe Show, sponsored by Southwestern Shoe Travelers Association, Adolphus, Baker and Southland Hotels, Dallas, Tex.

Nov. 12-16, 1950—Parker House Shoe Show, Parker House, Boston.

Nov. 26-30, 1950—Popular Price Shoe Show of America, sponsored by New England Shoe and Leather Assn. and National Assn. of Shoe Chain Stores, Hotels New Yorker and McAlpin, New York City.

Dec. 4-8, 1950—Factory Management Conference, sponsored by National Shoe Manufacturers Assn. Hotel New Yorker, New York City.

Jan. 13-17, 1951—37th annual MASRA Convention and Mid-Atlantic Shoe Show. Sponsored jointly by Middle Atlantic Shoe Travelers Assn. and Middle Atlantic Retailers Assn. The Benjamin Franklin, Philadelphia.

Statement of the Ownership, Management, and Circulation Required by the Act of Congress of August 24, 1912, as Amended by the Acts of March 3, 1933 and July 2, 1946.

of LEATHER AND SHOES, published weekly at Chicago, Ill., for October 1, 1950.

1. The names and addresses of the publisher, editor, managing editor and business manager are:

Publisher—Elmer J. Rumpf, 300 W. Adams St., Chicago 6, Ill.

Editor—William A. Rossi, 10 High St., Boston 10, Mass.

Managing Editor—Elmer J. Rumpf, 300 W. Adams St., Chicago 6, Ill.

Business Manager—Elmer J. Rumpf, 300 W. Adams St., Chicago 6, Ill.

2. The owner is: (If owned by a corporation, its name and address must be stated and also immediately thereunder the names and addresses of stockholders owning or holding 1 percent or more of total amount of stock.)
—The Rumpf Publishing Co., 300 W. Adams St., Chicago 6, Ill.; Elmer J. Rumpf, 300 W. Adams St., Chicago 6, Ill.

3. The known bondholders, mortgagees and other security holders owning or holding 1 percent or more of total amount of bonds, mortgages, or other securities are:—None.

4. Paragraphs 2 and 3 include, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting; also the statements in the two paragraphs show the affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustee, hold stock and securities in a capacity other than that of a bona fide owner.

5. The average number of copies of each issue of this publication sold or distributed, through the mails or otherwise, to paid subscribers during the twelve months preceding the date shown above is 4,243.

ELMER J. RUMPF,
Publisher.

Sworn to and subscribed before me this 29th day of September, 1950.

(Seal) ALFRED F. HAWKINS.

(My commission expires March 3, 1952.)



Give

enough!

FOR ALL

RED FEATHER SERVICES

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CHARMOOZ

THE PERFECT SUEDE LEATHER

BLACK AND COLORS

AMALGAMATED LEATHER CO'S. INC.

WILMINGTON 99, DELAWARE

ROTO-SPRAY...

the modern way to apply finish

A new type of leather spraying equipment, known as Roto-Spray, manufactured by Proctor & Schwartz, Inc., is proving to be a most efficient method for this tannery operation.

The equipment was developed by A. C. Lawrence Leather Company and has been employed by that firm with marked success for several years. It is now being made available to the industry by Proctor & Schwartz, who are manufacturing it under an exclusive license.

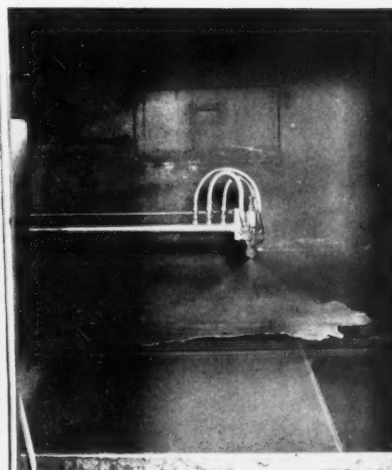
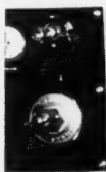
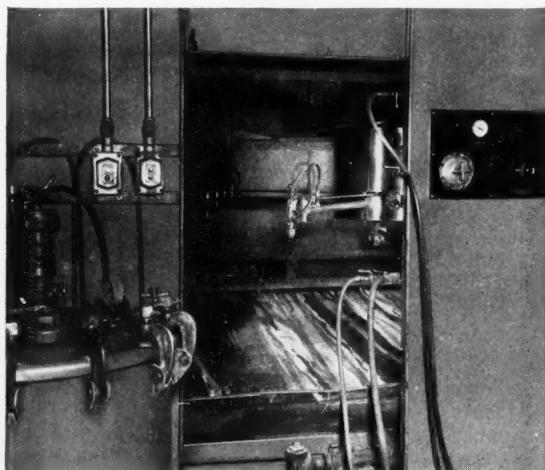
Leather is conveyed through a spraying chamber on a special conveyor made up of flat steel bands, butt welded together, making possible easy cleaning. A rotating device, having a vari-speed drive and equipped with four spray heads, revolves above the conveyor. These spray heads operate automatically, each spraying as it passes over the leather and shutting off as it extends beyond the conveyor.

Excellent coverage is provided by this modern equipment which is easily cleaned and quiet in operation.

The equipment may be operated in range with a dryer, making spraying and drying a continuous operation. The rotary spray may be used for top coats as well as base coats. When brushing out is required after spraying, leather is transferred by conveyor onto a bolster and again transferred by a short conveyor onto the dryer conveyor which is made up of a series of individual spring belts.

If you are interested in the advantages made possible by this equipment, we will be pleased to have our representative call. By actually visiting your plant, he can make an intelligent analysis of your needs and on the basis of that, make recommendations.

Much Proctor equipment is covered in full or in part by patents or patents pending.



PROCTOR & SCHWARTZ • INC • 717 TABOR ROAD • PHILADELPHIA 20 • PA •

Designers and Manufacturers of Drying Equipment for the Leather Industry

**DRYERS FOR PASTED LEATHER • TOGGING and DRYING SYSTEMS • CONVEYOR DRYERS •
EXTRACTING ROLLS • WASHERS and DRYERS FOR CATTLE HAIR**

NOPCO'S NEW

Testing and Research LABORATORIES

*...to help you achieve
just the
leathers you want!*

Nopco has devoted years to developing high quality tanning specialties that result in superior leathers, and has specialized in solving fatliquoring problems.

Today, Nopco fatliquors—for every type of leather—are setting new high standards in efficiency . . . enabling tanners throughout the country to obtain "just what they are looking for."

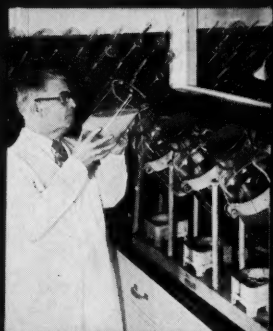
If you have a fatliquoring problem, we invite you to consult with us. Our long experience, plus our modern facilities—which permit leather to be tested under conditions approximating those in the tannery—are at your service. Moreover, we stand ready at all times to supplement our laboratory data with technical assistance rendered in your own plant—to make certain the leathers you produce have *precisely* the surface feel, temper, hand, break and stretch you desire.



General view of Nopco's new laboratories



Tanners' samples, submitted for analysis, are first carefully inspected and assessed with close regard to specific tannery procedures employed.



Leather specimens are fatliquored with different formulations in tumbling jars that duplicate the action of tannery drums.



Modern equipment is used to obtain per cent take-up of oil.



Tumbling barrels permit close approximation to actual tannery processes.

Nopco Oils make

NOPCO CHEMICAL COMPANY

HARRISON, NEW JERSEY

Branches: Boston • Chicago • Cincinnati, Ohio • New York

